

SOUTHERN TEXTILE BULLETIN

VOL. XVIII.

CHARLOTTE, N. C. THURSDAY, OCTOBER 16, 1919

NUMBER 7

"MONARCH" Leather Belting

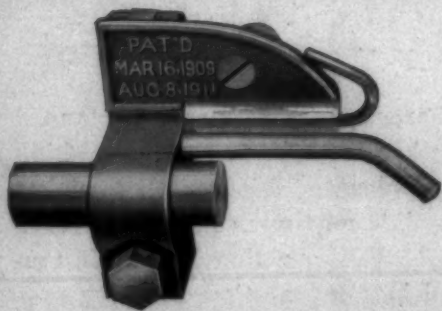


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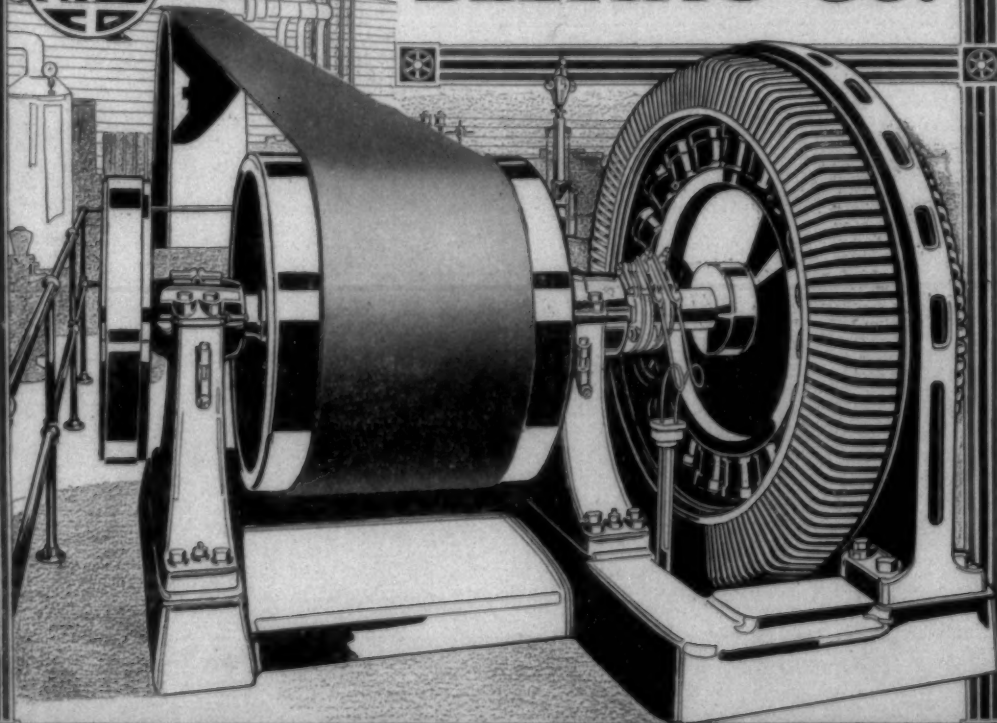
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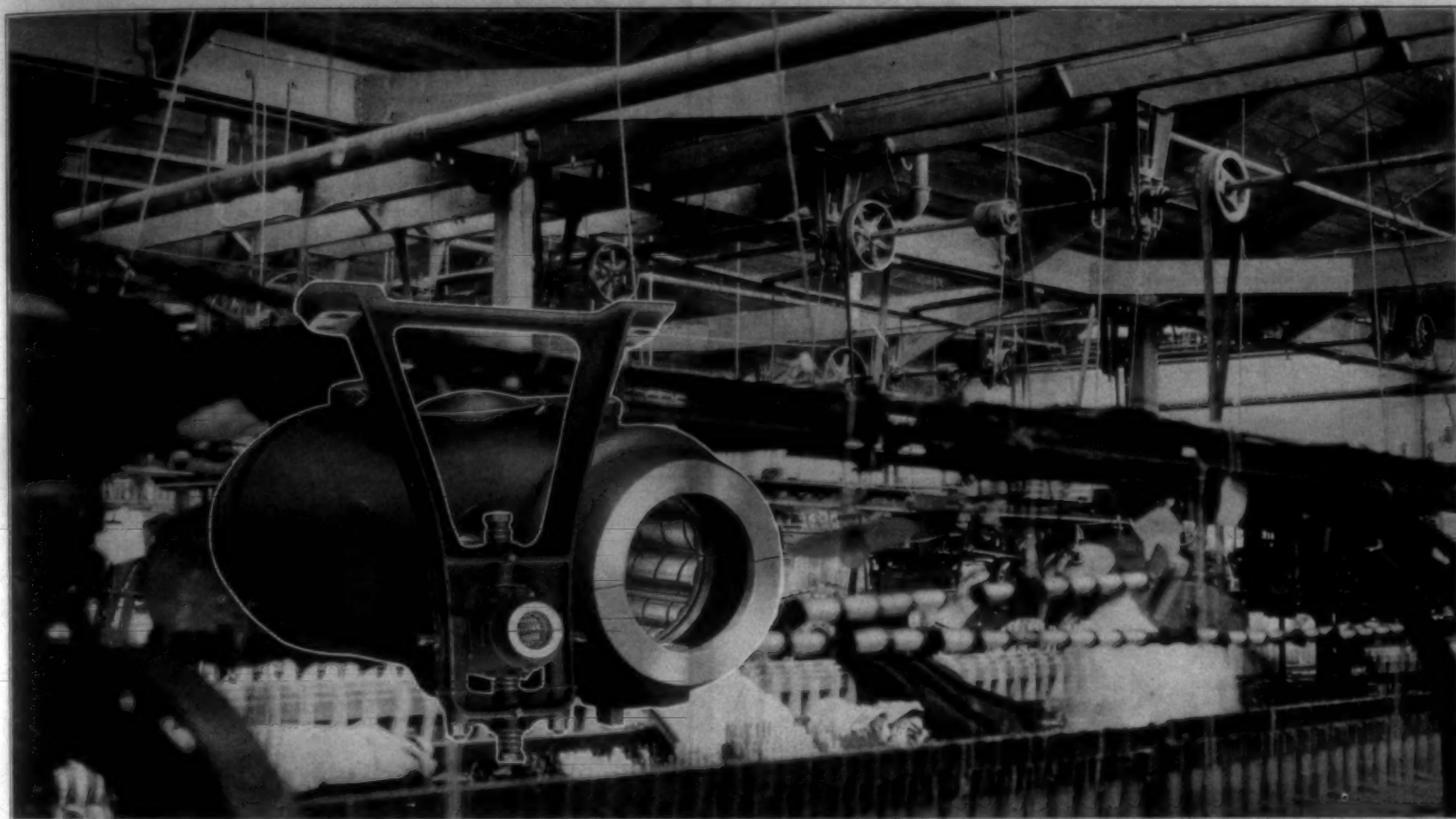
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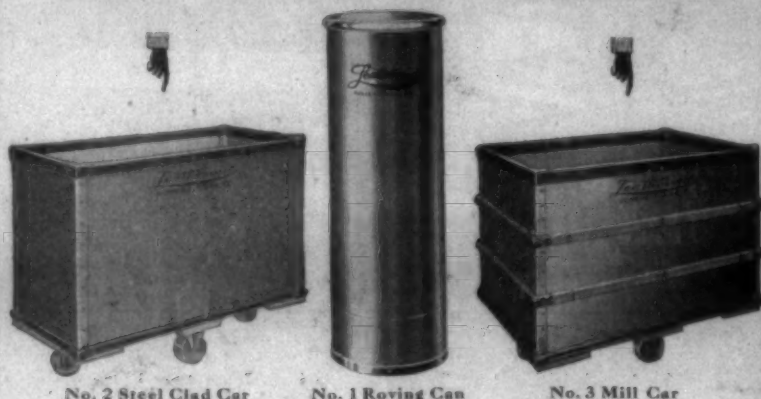
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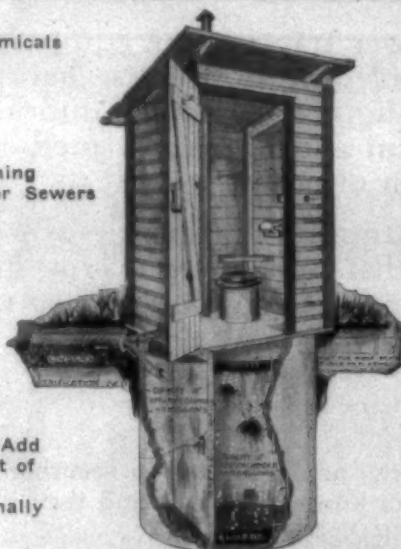
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VOL. XVIII.

CHARLOTTE, N. C. THURSDAY, OCTOBER 16, 1919

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Cotton Conference Delegates Welcomed In South

Delegates to the World Cotton Conference were royally welcomed to the Southland. The two special trains bearing seventy-five foreign delegates and about 300 Eastern spinners, merchants and bankers left New York Wednesday, October 8th at 4 o'clock.

The trains were in charge of Charles H. Ely, of Boston, chairman of the arrangements and entertainment committees of the National Association of Cotton Manufacturers. Officers of the organization acting with him as hosts were Frank A. Shove, Fall River, Mass., vice president, and W. Irving Bullard, Boston, treasurer. Messrs. Shove and Bullard were accompanied by their wives. Other ladies in the party were Lady Dixon, wife of the chairman of the British delegation, who preceded the others here; Lady and Miss Hope Simpson, Mrs. Herbert M. Gibson, Mrs. and Miss Thorp, and Mrs. and Miss Crompton, of England, Madame Visser, of Holland, and Madame Fernand Hanus, of Belgium.

The first evening out there was a reception to the ladies which served as a general introduction.

Charlotte First Stop.

The special arrived at Charlotte three hours late and was greeted at the station by a committee of cotton manufacturers headed by J. L. Spencer of Highland Park Manufacturing Company. A fleet of 75 automobiles was ready and carried the visitors to the Country Club where luncheon was served. For the first time some of the foreign cotton men heard a genuine darky band singing Southern melodies as they should be sung. A number of special stunts were staged by Mr. Spencer's committee, including diving contests in the club's open-air pool.

Following the visit to the country club, the delegates returned to the automobiles and went through the residential district and through cotton still white in this section, because scarcity of labor has forced late picking. Englishmen on their first visit to the "States" were keenly interested in the spectacle. A visit was made to the Southern Cotton Oil Company plant, where the production of the four basic products of cottonseed, namely, linters, meal, oil and hulls, was demonstrated.

Many of the delegates visited Mill No. 3 of the Highland Park Mills, observing cotton in process right through to the completed domino

gingham. Others were taken to the Southern Railway cotton compress.

The city, for the day at least, belonged to the members of the "special," and freedom of the city was extended to the visitors by the reception committee just before their departure for the next stop, Greenville. Aside from this informal presentation, there were no speeches of any sort during the day. Some of the American delegates to the convention greeted friends and acquaintances among the members of the reception committee.

Many special features of entertainment were provided for the delegates and there was not an idle

were the object of much admiration on the part of the foreign visitors. They were also interested in the welfare work of the mill organizations, the efficient organization of mill managements, and the complete lack of union domination among the workers.

The production of fine voiles by the Judson and Dunnean Mills occasioned much surprise among the visitors, who were impressed with the efficiency of the starting process.

Those particularly interested in the technical side of the cotton goods industry spent much time at the Brandon mills, where there are 2,200 looms and 87,000 spindles en-

had an opportunity of renewing a pleasant acquaintance with Fuller E. Callaway, who was chairman of the European Commission of the World Cotton Conference and former president of the National Association of Cotton Manufacturers. The delegates had already heard rumors of the things of the South that were in store for them at LaGrange.

In a wooded dale overlooked on one side by the wide verandas of Fuller E. Callaway's colonial home, overlooked on the other by the sleeping rows of his ultra-modern vegetable garden irrigated by overhead water pipes, greeted by a choir of negro voices singing "Swing Low, Sweet Chariot" to the accompaniment of a negro guitar and negro banjo, and splashed with the radiance of a bright October sun that drove away the clouds to give a typical warm Southern welcome. The delegates were introduced to Georgia barbecue and Brunswick stew served in regular Georgia style on long board tables with pasteboard plates, pasteboard spoons, tin knives and forks and steaming hot coffee dipped from buckets in immense tin ladles.

Immediately and completely, not to say ferociously, they fell in love with this new kind of feed that assailed their nostrils with a tantalizing odor the moment they entered the grounds of the place. Georgians who imagine they are heavy hitters in the barbecue league should have seen the hungry Englishmen devour plates of pork and make away with lamb in whole-hearted abandon.

"How do you like this Georgia barbecue, Sir James?" inquired a correspondent, who by this time had worked up his nerve to snap out "Sir James," as naturally as if he was accustomed to it.

"How do I like it?" exclaimed the famous banker. "By jove, young man, cawn't you see for yourself how I like? Cawn't you see how we all like it? If you propose to interview me on the subject of Georgia barbecue I must decline your request, for it would take at least five hours for me to express myself adequately upon the subject."

The trains left LaGrange late in the evening and arrived at New Orleans Sunday. After a day of sight-seeing and rest from entertainment and riding were to get down to business on the regular program Monday morning.

The Southern Textile Bulletin will carry next week all the addresses, in full, which were delivered at the World Cotton Conference that are of interest to textile men. This will be a valuable storehouse of thought and should be read by every man interested in improving the textile trade.

minute until the specials left at 9 o'clock for Greenville, S. C.

Friday at Greenville.

The "lid" was off in Greenville all day Friday. So far as the city was concerned, the visitors might have lifted the roofs off the mills of the town for purposes of inspection. All of the mills in this section threw every department open for the benefit of the delegates.

Under the auspices of the Cotton Manufacturers' Association of South Carolina, a large entertainment committee headed by John W. Arrington, president of the Union Bleaching and Finishing Co., met the "Special" and conducted the visitors through the big mills in this district. Among the mills visited were: Judson Mills, Victor Monaghan Mills, Brandon Mills, Dunnean Mills and the Union Bleachery.

All of the delegates were not, of course, able to visit all of the mills, because of the limited time; they were therefore permitted to select the mills they desired to see. The weaving and spinning departments

gaged in the manufacture of gray goods.

After the inspection of the mills, the delegates were taken to the San Souci Country Club, where luncheon was served. Mr. Arrington and Ben Geer, president of the Judson Mills, were particularly active on the entertainment committee.

A good part of the party motored with Greenville manufacturers through fields still white with cotton.

By this time the delegates knew the South had no secrets, the doors were thrown open everywhere and they were allowed liberty to go where they pleased and do as they pleased.

The official badge of the members of the entertainment committees along the line was a cotton boll. In Charlotte and Greenville even the policemen assigned to preced the automobiles conveying the delegates were bedecked with them.

At LaGrange.

The "Special" left Greenville behind and headed for LaGrange, Ga., where the visitors from abroad

Plans To Reduce Accident Hazard In Textile Plants

(Paper read at the Congress of the National Safety Council held at Cleveland, Ohio, October 1-4, by Kenneth Moller, Lockwood, Green & Company, Boston.)

It is obvious that the best insurance against accidents in a cotton mill or any other manufacturing establishment, for that matter, is to educate the help properly so that they will use ordinary precaution in pursuing their duties. It is also obvious that human nature is too frail to rely on this feature solely for the prevention of accidents and that mill owners and others in authority must do all possible to make things so that accidents will be eliminated or reduced to a minimum even if people are careless and forget the danger which always exists in any mill or factory.

There are two elements to be considered besides the constant campaign of education which must be carried on unceasingly. The first is to see that all machinery is properly guarded to eliminate as far as possible places where accidents can occur; and the second is to see that machinery is laid out and the mill dents from these causes cannot occur. The question of the proper guarding of machinery is being treated in another paper and it is my purpose here to call your attention to a few features in the layout and proper upkeep of a cotton mill which will help to reduce the accidents and safeguard the workers.

Accidents in a cotton mill due to faulty layout of machinery are usually caused by crowded conditions, poor lighting, poor routing of work, and poor arrangement of drives. These are caused in an old mill through necessity or through a sense of false economy. In a new mill, there is no reason for these conditions except the question of false economy. There is always an instinct to get the maximum production from every square foot of floor space, and there is a very strong idea that the only way to get maximum production is to put a machine on every square foot. This is absolutely not true. In your crowded spinning room, you could probably get pounds more product, besides eliminating the accidents which are bound to occur in a crowded room, if you took out some of your machinery and rearranged the rest. Be sure to leave ample alley room and spare floor. You must have space to handle product in process of manufacture as much as space for the manufacturing itself. This space is just as much an adjunct of manufacturing as the space occupied by machinery and do not skimp it. Have perfectly definite space where full and empty trucks must be kept and insist upon keeping them there. A good plan is to have stalls marked out on the floor and insist that trucks be not left in the alleys. A better way yet is to use conveyors wherever possible even if it does not reduce the number of men necessary for handling the product. They do get the work away from a machine as soon as it is finished and deliver it to the next machine. They keep the work in perfectly definite channels

and out of the alleys. You will find that this system has a big effect on reducing accidents.

While all working alleys must be kept wide, all other spaces where people are not supposed to go should be so small that it is impossible for anyone to go there. There is always an instinct to take short cuts. Do not have any short cuts. Make it so people have to use the main alleys and make those safe.

Next to congested rooms, probably one of the greatest causes of accidents is poor lighting. There are a few simple rules which will have a big effect in reducing accidents from this cause. First, try to have working alleys run across the mill so that light from the windows will shine down the alley and there will be a window at each end. Second, spend money in keeping the mill painted. You get accidents in old dingy mills and you get poor production. A coat of paint at least once in two years will always pay for itself in increased production and saving in artificial light. Where possible, use general lighting and where this will not work out, use individual lights in the alleys but too high for the help to touch. Keep the windows clean. It is a very cheap way to get light and light always means increased production and decreased accidents.

Keep the mill clean. Dirty floors strewn with bobbins cause accidents. Scrub floors but be careful when scrubbing that people do not slip. This is hard to do and must be handled through your education campaign.

Have seats for your help. Accidents are caused very largely by fatigue. Tired people are careless people. Have rest rooms for them and let them use them.

Have adequate locker rooms where all clothes must be kept and do not permit dressing around machinery which the help will do if you do not provide facilities for them to do so elsewhere.

If you have done all of the above things, do one thing more. Have a thorough and complete inspection of the mill once a week to make sure that all these facilities are being used; to be sure that everything is in repair; that there are not loose and broken planks in the floor, and that the proper order and cleanliness prevails. Absolutely the only way to do it is to keep everlastingly after it.

One thing more you must have—the proper atmospheric conditions and ventilation for the help to work in. I believe that this has a big effect on the accident rate in keeping the help in proper physical trim and we all know that it helps production.

It is hardly necessary at this day to say anything of hospitals and first aid rooms. These are taken for granted.

In order to analyze the layout of a cotton mill to minimize accidents, let us start at the beginning of the cotton manufacturing process and

go through the various rooms studying the layout of each room with the idea that when we get through, we will have done everything possible which will have any effect in reducing the number of accidents. I believe that you will note as an interesting fact that every single thing you do will be one of the cardinal things which increase production, for it is true that almost all accident reduction work is production increasing work.

The cotton arrives in cars at the storehouse siding where there should be a wide covered shipping platform. For best arrangement, the storehouse should be of concrete with concrete floors and no wood top floors. The cotton will probably be carried on hand trucks although in a great many cases it works out best to handle it on electric trucks which can be run right on to the elevators and when the bales arrive at the proper location, they should be stored on the floor one high. The proper stud for a cotton storehouse is eight feet and it should be built of flat slab construction without beams. Never pile cotton. Many accidents and costly handling will always result. The opener room should be on the ground floor of the storehouse. Cotton ready to be opened is put on each side of the opener apron; the bands cut with snippers and the cotton thrown on the opener apron. Never cut the bands with an axe. The delivery from the openers is automatic either to bins or to the pickers direct. The drive for all openers is usually by one motor driving a group. In this paper, we are talking about ideal conditions only and the best which can be had so we will start out at once by considering only electric drive and individual motors wherever practical as I do not believe there is anyone who will dispute the fact that this form of drive is at once the safest and gives greatest production and is the one which should always be used where these two considerations will outweigh the added cost.

The cotton is blown to the picker room and by far the safest and most economical way to handle it is by some form of automatic distributor which places it directly in the hopper of the picker. In many cases there is no reason why the cotton should be touched at all in this process. Each picker should be driven by an individual motor directly mounted on the machine and the machines should be arranged either so that it is impossible to walk between them or so that the clearance is so great that there is no danger from moving parts. If there is a passage between the machines, it should be at least five feet wide. Adequate space should be left in front of all machines so that the laps from one machine will not block up the passage ways before they are put on the next machine. The best system is to have racks between the breaker pickers and finisher pickers where the breaker

laps may be stored.

After a lap is taken off a finisher picker, it should be put on a truck or a conveyor at once. A lot of accidents are caused by stock in process and full or empty trucks blocking spare floor, operating floor or the space between machines. Incidentally, if the work is kept in motion and there is a steady flow between machines, the inventory is kept down to the lowest point. To show the points which are brought out in this paper, the machinery layout and general arrangement of the new Jackson Mills of the Nashua Manufacturing Company of Nashua, N. H., where all these points have been considered carefully. We were somewhat restricted in this special mill on account of the narrow lot where the mill is built. For example, it was impossible to run the spinning frames cross the mill as they should be.

The most interesting features of this mill are brought out by the fact that we have turned the convenient cotton mill upside down with the first process on the roof and the finished product coming out on the ground floor. This allows us to blow the raw cotton to the top of the building and let it fall by gravity from process to process making extremely cheap handling and reducing accidents by keeping the material moving in perfectly definite channels. For example, in this mill it will be noticed that a conveyor runs the length of the picker room in front of the finisher pickers and as soon as a lap is doffed, it is placed at once on the conveyor and goes to the card room. The proper place for the product of each process is in front of the next process where it is to be used and not in the room where it has been manufactured. It is no good there.

The card room should be laid out, if possible, with all working alleys running across the mill so that we will get the maximum light and the cards should be placed so close together that there is no chance of anybody trying to walk between them, leaving just sufficient clearance for the working parts. Every eight cards, there should be an alley at least four feet wide which will be an obvious and safe passageway. There is practically no hazard in the back or front alleys. The working alley should be four feet between coils and the back alley five feet wide to allow full lap trucks to be handled without injuring the laps. Around the drawing frames, there must be sufficient space to take the cans of card sliver and the full cans of drawn sliver. It is very important that adequate space be left around this machinery as it is too common a fault in cotton mills that the congestion due to a desire to crowd in machinery causes alleys to be blocked by material in process. Leave at least six feet clear behind the breaker drawing, six feet between the breaker and finisher drawing, and six feet in front of the finishers. This should

give adequate space to prevent congestion. The same is true of slubbers. There must be sufficient space allowed to take care of the material in process. Leave four feet between slubbers in the working alleys and six feet of spare floor behind the machines.

As the card room will probably be driven by group drive, care must be taken to see that the shafting is properly located so as not to bring the belts low in a working alley. If necessary, run two lines of shafting rather than have one line run in two directions and so bring belts at a low angle in a working alley or where people work. Have perfectly definite spare floor for slubber roving next to the speeders and have full slubber trucks delivered to this floor as soon as they are doffed.

Cut out trucking where you can. You will notice in the layouts shown, there is a spiral chute in the center of the room near the speeders. As soon as a frame is doffed, the boxes are carried immediately to this chute and sent on their way to the spinning room. There is no reason why there should ever be boxcars of roving cluttering up the floor of the card room. The floor should be clean all the time. Roving frame drives are usually so well guarded that there is little danger from that cause and it is usually an advantage to have an alley at each end of the frames. It will be seen that the full roving boxes when they leave the spiral chute run on a gravity conveyor along the wall in the spinning room. There is constantly a supply of roving the whole length of the spinning room. A conveyor under this shelf of gravity carries the empties back to the card room.

There are apt to be a good many accidents in spinning rooms. Put the drive end of the frames together and make it impossible to walk between them. Have large alleys on the other end or between every two frames, at least five feet wide. Use individual motor drives if possible, otherwise four frame drives. The frames should run across the mill so that the light will shine down the alleys and provision should be made to take the full bobbins away from the machines at once so that the floors will not be congested. The proper place for full spinning bobbins is either in the weave room or the spooling room. It might be interesting to note that in the plans attached hereto there are chutes in the floor located at convenient places and as soon as a frame is doffed the yarn is on its way to the next department. These chutes lead directly to the weaving for the filling and directly to the spooling for the warp. Return conveyors carry the empty boxes back to the spinning room.

The looms should have individual motor drive if possible and be arranged with the alleys running across the mill if possible if the weaving is carried on in the lower stories of a mill. Of course if the weave room has a saw-tooth roof, this is not essential. Have perfectly definite lines of travel; alleys which are obviously means to walk in and have all other spaces too small to get through. Front on working alleys should be about 24 inches wide so as to make it easy for

a weaver to run looms on both sides. Back alleys should be at least 2 feet 6 inches clear and cross alleys should be 3 feet. At convenient points, broad cross alleys and broad back alleys at least five feet wide should be located which are obviously the main arteries of travel.

There is no reason why the alleys should not be kept clear all the time except for trucks carrying filling from the conveyors to the looms and the beams from the slashers. A conveyor carries the cloth from the weave room to the cloth room.

To sum up, the principal elements in single Southern warps and mill layout are:

1. Proper lighting both natural and artificial.
2. Proper alleys which are obviously to be used and which are as convenient as short cuts.
3. Proper spare floor for trucks and goods in process without crowding.
4. Proper heating and ventilation.
5. Proper dressing, toilet and rest facilities for the help.
6. Proper upkeep and use of all of these after they are installed.

There seems no doubt that with due consideration given to these elements, we will get the maximum safety for the employees and maximum production for the owners.

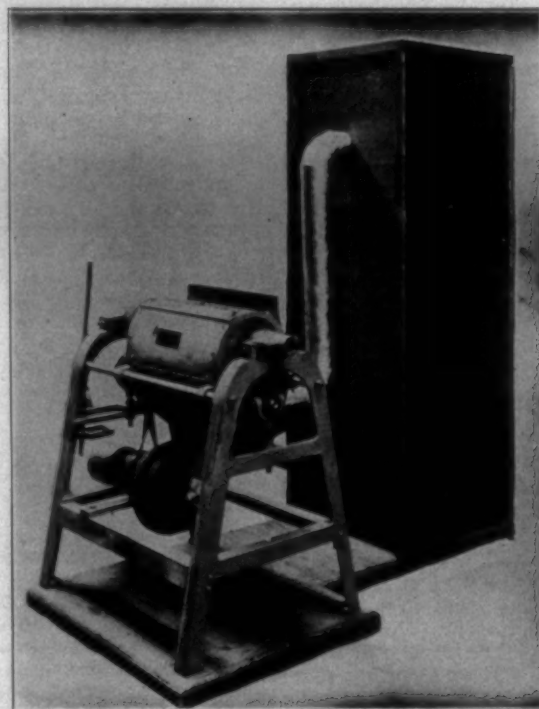
Confidence Felt in American Dyes

Chicago.—Representatives of the American dye industry in attendance at the Fifth National Exposition of Chemical Industries here looked confidently to the future, reporting both the export and domestic trade in satisfactory condition. Germany appears to be held in quite general respect, but it is not believed that competition from that source will be serious, particularly while the exchange situation is such as to necessitate the charging of abnormally high prices for German dyes. This applies especially to foreign markets, the sentiment prevailing that adequate steps will be taken to protect the American manufacturer against dumping of German-made dyes here.

So far as the British situation is concerned, very little definite information is at hand, but it does not seem that competition from British dyes is seriously regarded. It is recognized that Great Britain is making a tremendous effort to develop a self-contained dye industry, but there is some question whether the American method, which involves no direct governmental participation or support, is not productive of better results than the British method which is, at least, tinged with paternalism.

It is stated that a fair amount of American dyes are now being shipped to Great Britain. Under the licensing system in force there, licenses are not granted for the importation of dyes which are produced domestically, so the presumption is that there are a number of colors made in America that have not been duplicated there. Further, no important competition has been met in European markets from British exporters.

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New Orleans As World Cotton Center

The ambition of New Orleans to become a world cotton center was discussed in an interesting interview with Walter Parker, vice chairman of the European Commission of the World Cotton Conference and a member of the New Orleans Chamber of Commerce. Mr. Parker said among other things:

"Munitions of war, clothing, automobile tires, covers and tops and unnumbered other essentials to man's comfort and well being require cotton. Three-fourths of the world's supply of commercial cotton is produced in the Southern States. To produce, gin, bale, market, finance and distribute the annual crop requires millions of field workers, hundreds of thousands of ginner, handlers, weighers, samplers, supply and transportation people, tens of thousands of merchants and clerks, and thousands of future brokers, spot dealers and exporters.

"Drawing subsistence, trade, occupation and profit from the South's annual yield of cotton there are other millions of men, women and children engaged in many pursuits.

"On the average some six or more million bales of cotton are produced annually in Louisiana, north Texas, Arkansas, Oklahoma, Missouri, Tennessee, Mississippi and western or southern Alabama.

"New Orleans, the city selected for the holding of the World's Cotton Conference October 13, 14, 15 and 16, developed an ambition some twenty years ago to become the most efficient cotton market that the enterprise and means of its citizens could make it—the line of low resistance for a region producing more than 6,000,000 bales annually—and went about the task deliberately and in full knowledge of the needs of the cotton industry, of the possibilities of city and port and of the advantage to be gained as a result of the carrying out of its carefully prepared plan.

"Investigators were put to work. They gathered the data and reported. Economists searched these reports and made known the economies required and the results to be sought.

"Engineers then were brought in, and as a preliminary step studied existing methods and practices in the cotton industry from the plowing of the fields, through the planting, picking, ginning, baling, sale, transportation, compressing, handling in the port markets, exporting and shipping, receipt at mills, handling and use there, and the financing of the entire proceeding. Then they gave serious thought to physical conditions at New Orleans. To its scheme of public ownership, equipment and operation of the harbor front, to the function of and service rendered by the New Orleans Cotton Exchange, to the scheme of things as it applied to merchant, broker, clerk and yard workman, to drayman and warehouseman.

"Then they evolved a plan.

"Meanwhile, the New Orleans Cotton Exchange members devoted

years of study, thought and action looking to the planning of their system of future and spot trading and to the improvement of the service the Exchange renders the selling and buying trade, the buyer and seller of hedges, the exporter, and the industries requiring cotton.

"New Orleans has constructed a publicly owned and operated warehouse and co-ordinated terminal for the storage and handling of cotton.

"The value of this plant, 100 acres of strategically located harbor front land included, is approximately \$13,000,000. Had private enterprise built it, the investment would have been about that sum of money. The interest on \$13,000,000 at 6 per cent is \$780,000 annually. Sinking fund and taxes would add \$500,000 more, or a total fixed charge, exclusive of upkeep and operation of nearly \$1,300,000 annually. But New Orleans did not act along the lines of private enterprise.

"The land, worth at least \$10,000,000, belonged to the public. The cost of the plant was \$3,500,000. There are no taxes and the interest rate on the securities sold was 5 per cent. So the overhead stands approximately thus: Interest and sinking fund on \$3,500,000, \$210,000 annually.

"The plant has a storage capacity of 400,000 bales. On a year's storage basis, New Orleans' publicly owned plant must collect 10½¢ per bale for the fixed overhead as above, while a privately owned plant of the character described would have to collect 65¢ per bale for the overhead as above.

"But this saving is only a very small part of the advantage gained and to be gained. Scientific co-ordination of river, rail, ocean and storage reduces costs of handling to a minimum and increases the dispatch of unloading and loading to a maximum.

"Solid concrete construction and the system of automatically closed and sprinklered fireproof 'safes' reduce the fire hazard to a very small equation.

"Inspection and certification showing grade, character, staple, class and weight by a highly competent, authoritative and responsible inspection bureau, operated by the Cotton Exchange, is a factor of great importance; since it enables owners of cotton to obtain very low cost money for the financing of cotton.

"A simple bale pulling device enables the warehouse to enjoy both the efficiency of single bale storage and the economy of piled storage.

"Finally, these facilities are so well located at a primary exporting and supply market as to bring within the reach of cotton owners, merchants, handlers and exporters all the advantages of a completely equipped market of deposit, surplus supply market and market of resale.

"The New Orleans Cotton Exchange, which has always operated on actual spot market differences, supplies a medium for hedges fully conforming to the spirit as well as the letter of the Federal regulations which were devised to give neither

buyer nor seller a technical market advantage.

"The use of the Mississippi River and its tributaries and other cotton belt streams which empty in the Gulf, as low cost channels for the transportation of cotton, has been made economic by the creation of these harbor front cotton handling facilities at the port of New Orleans. In recent years the use of the waterways for this purpose has largely been curtailed because, with no harbor front cotton housing facilities at New Orleans, the movement of cotton by dray from boat side to distantly located warehouses at the port gave railroads with warehouse track connections an advantage.

"With these facilities, which are being enlarged and extended—additional storage capacity for 85,000 bales being added this year, bringing the annual handling capacity well above 2,000,000 bales—New Orleans expects ultimately to increase its annual cotton business to 5,000,000 or 6,000,000 bales, to double or treble its contract business, and to greatly increase its world prestige as a cotton market.

"New Orleans owns and operates a municipal belt railroad, a publicly owned grain elevator and seven miles of publicly owned steel receiving and discharging harbor front docks.

"A navigation and industrial canal capable of taking ships 700 feet in length and 74 feet in width, all publicly owned and operated and tax free, is being opened through the city from the Mississippi River to

an arm of the Gulf.

"This canal will supply deep water frontage for industries and private warehouses, and ultimately will be extended to deep water in the Gulf, thus reducing the distance between New Orleans and Europe by 100 miles, in addition to creating a slack water channel. This facility will cost about \$12,000,000.

"The Federal Government, at a cost of \$13,000,000 has just completed a general commodity warehouse and terminal on the New Orleans harbor front, with a storage capacity of 157,000 tons of miscellaneous merchandise. Its floor is artificially cooled or heated to maintain an even temperature. One month after completion on June 15 there were approximately 150,000 tons of merchandise on storage in this plant.

"There is now being planned a traffic tube under the Mississippi River; is building a great industrial school; is conducting important classes in Spanish and Spanish-American commerce; is promoting the drainage and cultivation of the lowlands surrounding the city, and has created an association of commerce, with 4,326 members, for the promotion of the city's growth and prosperity.

"New Orleans claims to be the second port in the United States, ranking next to New York in value of import and export commerce, and has deliberately planned its development with a view of drawing the in and out commerce of twenty-one States in the Mississippi Valley to its wharves and warehouses."

Trade and Textile Markets In Argentina

Firms desirous of doing business in the Argentine market should determine first of all a definite policy of doing business there. It would be advisable for a member of the firm, or a person well up in the administration, to make a preliminary trip to Argentina with a view to learning conditions at first-hand, to become acquainted with the merchants in the firms' particular line and with the banks, and to return with a complete collection of samples pertaining to the firm's products. Before entering on actual business suitable terms should be decided upon and those employees who are to have direct dealings with the details of Argentine business should be prepared before the orders arrive instead of, as often happens, not having learned what has to be done before the goods are ready for shipment. It is far preferable to refrain from entering the Argentine market unless the exporting firm is prepared and disposed to serve the interests affected in a thoroughgoing and efficient manner. Otherwise it will be found that the benefits that should have been derived from the trade will not be forthcoming, and the penalties that are entailed in slipshod or unenlightened ways of doing business will lead to disastrous results and sorry experiences.

But above and beyond the home preparations for conducting Argentine business is the necessity for ob-

taining proper representation. This is the most important and most serious item of all; and thorough investigation should be made and full consideration given before taking any definite steps in this matter. The United States has become the mecca of all sorts of commercial adventurers from Spanish-speaking countries, having no other recommendation than their knowledge of the Spanish tongue. Many firms have taken on the services of such individuals for their export trade, whereas in their domestic business they would never have acted without further investigation. No firm would send salesmen out in the United States with no other recommendation than the speaking of the English language and with no technical knowledge of the firm's trade or acquaintance with the policy and working of the business. Yet this very thing has been done, time and time again, by American manufacturers and exporters, with but too large a percentage of fiascos after the man has gone thousands of miles away, has spent large sums of the firm's money, has proved to be of an unsatisfactory moral type, or has shown a complete lack of business judgment. On the other hand, many houses have selected men from their own organizations or secured the services of men in the United States who have had no previous experience in foreign travel, especially in

countries like the South American Republics that represent a distinct racial environment. Too many American representatives have looked upon the trip to South America as a sort of sight-seeing tour. Others, with good intentions and strong characters, have not been able to adapt themselves to the temperament of the South American peoples but have adopted tactics that are antagonistic, with the result that the trip, if it has been to any degree successful, has been so in spite of the representative; and if it has been a failure, it has caused the firm that sent the man out to get a false impression of the South American markets and the possibilities of doing business in them.

If the representative is a native of South America or a member of a Spanish-speaking race, he must be of sufficient standing and education to command respect among his clients. It is very difficult for Americans to judge the educational and social standing of foreigners, but the people who understand the type and have had long dealings with them are easily able to judge the class of men who call upon them to do business.

When Americans are selected to be sent abroad, they should be men who have had sufficient education or enough native intelligence to adapt themselves to conditions as they find them, to learn rapidly and to be of the type that is known in Spanish as "simpatico"—that is, genial in personality, cultured, and steady. These requirements are not easily met with, combined in any one man who offers himself as export representative and who would combine at the same time the necessary qualifications of a knowledge of the trade, business experience, and knowledge of the Spanish language. Where such a man can be encountered, he is, of course, a valuable addition to any firm.

In the lack of a suitable candidate, the choice may be presented between a man who has simply a command of the Spanish tongue and no other qualifications and one who has these qualifications, but does not speak Spanish. The lack of the language is certainly a great handicap; but Spanish can be acquired to a sufficient degree in a relatively short time by anyone with intelligence and determination, whereas it is very doubtful if common sense and strength of character can ever be acquired by one who does not naturally possess them.

The necessity of writing to a customer in his own language is too well known to require comment here, but even the spirit of the English and Spanish tongues should always be borne in mind; and while a short, terse, and to-the-point dictation may constitute a very good American style of business correspondence, the same type of phraseology is often brusque, and even at times insulting, if used in Spanish. Particular care should be taken by exporting firms that those employees who write letters to foreign customers in South America should be thoroughly conversant with the Spanish language and usage, and that they give due care to the writing of dignified and correct letters.

The other departments of the business should also be so organized as to leave no chances for mistakes to occur. Special care should be taken in the preparation of samples and the technical information to accompany them. Reference samples should be sent out well in advance of the shipments. The sooner an actual sample of the shipment can be forwarded the greater help it is to the importer in preparing his customs clearances and in offering his goods for sale. Shipments should be made on time and the documents prepared with great care so as to allow no mischances or delays.

The Argentine textile market is a desirable one for Americans to operate in, and the rewards in the business to be secured are well worth while if proper pains are taken to work correctly and intelligently. It is one of the most important textile markets of the world, and particularly desirable because of the large range of fabrics consumed and the general similarity of its demands to those already catered to by the American manufacturers in the United States and in other countries. As a rule, it is a market in which legitimate profits can be secured by those who make good merchandise and who offer good values for the prices asked.

The immense strides made by American textiles in Argentina are due in a great measure to the results of the war and the position of the United States as one of the largest textile-manufacturing nations in the world. It is true that the business in these lines between the United States and Argentina was increasing in a fair degree in the years prior to the war; but it would have taken the United States a great length of time to attain to the position that it now holds owing to these unusual causes. American goods have been found by the users to be of satisfactory quality and reasonable price when consideration is given to the conditions under which manufacturers have been operating during the war. For this reason they deserve to maintain their place in the market, and they will do so if the service provided by American shippers and manufacturers is equal to the requirements of the trade. The importance of this aspect of the matter is emphasized in this report because it is absolutely necessary, and because it is in this respect that American commerce has been weakest.

Outside of the disinclination or inability of Americans to serve their Argentine clients in the way requisite to foster good relations, the greatest handicap suffered by the American textile trade is the lack of importers of that nationality operating in Argentina. Almost every European nationality is represented, but there is not a single North American textile-importing house in Argentina. This is of immense importance with the return of normal times and the ability of European nations to compete again. It is only natural that, owing to the ties of patriotism and intimate knowledge of his own country, a British, French, German, Spanish, or Italian importer should give preference in



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Dye Exports Score a Gain.

Further progress of the United States as a dye-producing nation is recorded in the report of the Department of Commerce on the foreign commerce of the country during the last fiscal year. This shows that exports of dyes and dyestuffs reached a total value for the year of \$17,865,365, marking an increase from \$16,921,888 in the preceding year and from \$11,709,287 in 1916-17. The advance indicated is not so large as the earlier increases, but the gain is particularly significant in that it was scored in the face of growing competition from foreign manufacturers.

There is no question that since the signing of the armistice Great Britain, France and several other countries have been devoting more attention to the development of their dye industries as a source of needed domestic supplies. Great Britain is virtually a partner in the great organization known as British Dyestuffs, Ltd., and is rapidly moving into a position where she will be able to fill not only home needs but the requirements of her colonial possessions, in which British dyes naturally will have the first call. Furthermore, she is beginning to reach out for foreign markets, although necessarily as yet in a small way.

Starting practically from nothing, France, under the forced draft of war necessity, has built up a chemical industry that deserves consideration in discussions of the international trade situation. So long as hostilities continued, the chemical plants of France were devoted to the production of materials needed in the prosecution of the war, but now, appreciating as do other nations the fundamental importance of the dye industry to national defense, France is turning her attention and facilities to dye production. It may be long before she can enter the contest for foreign markets, but at least she can deprive the United States and other alien producers of the chance to sell in France.

Another condition has militated against the expansion of the export business in American dyes. This is brought out by the record of the trade with Italy. In 1917-18 the value of dyes shipped from the United States to Italy attained the substantial sum of \$1,181,951. Last year their value was only \$232,517. Italy bought dyes here when she had to have them, but the war over and the dollar at an almost prohibitive premium, she will not buy dyes or any other products here that she can obtain elsewhere. Germany is once more available as a source of supply and it is to be expected that Italy, notwithstanding prejudice, will obtain the dyes she needs from the erstwhile enemy.

That the principal foreign market for American dyes does not lie in Europe but in Latin America and the Far East is the deduction reasonably to be drawn from the statistics covering the last fiscal year. Exports to France, Italy and the United Kingdom fell off rather sharply, Spain being the only European country for which specific figures are to hand in which an increase was recorded. Shipments to

Canada registered a gain of more than \$400,000 as compared with the preceding year, but Canada is likely to look more and more to Great Britain as time goes on, especially since Canadian interests are bound up with British dyestuffs. The most notable increase in exports of American dyes has been to Japan. In 1915-16 their value was only \$166,574 and not much progress was made in the following year, when they advanced to \$510,606. But in 1917-18 they jumped to \$3,233,333 and last year they reached a value of \$4,640,824, or more than 25 per cent of the total exports. To British India, after an increase in two years from \$103,609 to \$1,947,668, exports last year declined to \$856,296, a loss of more than 50 per cent. Here again the British influence is presumably to be discerned.

Notwithstanding the somewhat unsettled trade conditions between the two countries, the United States last year exported to Mexico dyes valued at \$633,094, representing a gain of almost 80 per cent. Better progress has been made in shipments to Argentina and Brazil, the latter especially being a purchaser of large quantities of American dyes. Exports in 1915-16 to Brazil totalled only \$71,246; last year they were valued at \$1,482,970. Chile took enough dyes to emerge from that indefinite classification of "other countries," importing \$216,380.

Cotton Prospects in Peru Considered Bright.

Cotton prospects in Peru are bright for a long expected revival of trade has arrived, judging from the great difference in prices prevailing today and those of two months ago, as well as from the very persistent demand which has come from both New York and Liverpool for Peruvian cotton, according to the latest Boletín Comercial of the Banco Mercantil Americano del Perú. Large quantities of this article have been recently shipped on consignments to New York and Liverpool, and with but a few exceptions, where lots are being held by their owners for better prices, practically every lot has been disposed of to advantage.

American spinners seem to be more anxious than ever to obtain good grade Peruvian Metafi cotton, and undoubtedly business in large lots for future shipment could be done if the planters in Peru were in a position to guarantee such shipments as equal to previous lots sold in New York, so that the prospective buyer could have some basis on which to work. Unfortunately many of the Peruvian planters are obliged to let pass good opportunities to dispose of their cotton at advantageous prices, because of the little attention which is paid to the gathering of the crop and the production of uniform grades and classes in the different cotton growing sections.

The trouble with most of us is that we're too often mistaking a little inconvenience for real trouble.

Clothes don't make the man, but that's no excuse for going to work in a collar that looks as though the dog had chewed it.

At The World Cotton Conference

Monday.

New Orleans.—The World Cotton Conference held its first meeting Monday and carried out the program as fixed for the day. Temporary organization was perfected with the election of Wm. B. Thompson, of New Orleans, as president.

Other temporary officers follow: Vice president, Frank H. Crump, of Memphis; Giorgio Mylius, of Italy; Sir Frank Warner, England; Fernand Hanus, Belgium, and Charles Clerc, France. Executive secretary, Emile Stier, New Orleans; recording secretary, Winston D. Adams, Charlotte, N. C.; Assistant Secretaries: Arno S. Pearce, London; Eugene P. Gun, Oklahoma City; W. S. Turner, Little Rock, and R. C. Dickerman, Waco, Texas.

Sir A. Herbert Dixon, of Manchester, head of the British delegation, declared in an address in response to welcoming speeches that cotton manufacturing conditions in England were being gradually brought toward normal and that the opportunity presented by the world cotton conference for discussion between growers and manufacturers would be of great benefit.

Giorgio Mylius, of Italy, reported the work of reconstruction in Italy now in full activity. Labor difficulties, he said, had been overcome and mills are being operated to capacity.

Fritz Jenny, of Switzerland, devoted his address to an expression of the gratitude of the people of the Alpine republic to the United States for supplying food and raw material during the war. "The shipments from the United States saved us," he concluded.

The eleven divisions of the conference held meetings and elected permanent chairmen. The chairmen formed the general committees which selected the temporary officers.

At the second session held Monday there was a declaration made by John A. Todd, professor of economics and Oxford lecturer, that further restriction of cotton acreage in the United States would be "nothing short of a calamity" and a demand that cotton consumers pay "enough to make cotton as profitable as other crops," by J. Skottowe Wannamaker, of St. Matthews, S. C., president of the American Cotton Association.

Mr. Todd's declaration was made in the course of an address in which he presented figures showing future needs of the world for cotton, past crops and the present prospects.

"The world's requirements," said Mr. Todd, "are practically unlimited. Europe and Asia are bare of cotton goods. The position today is the same as before the war, only worse. The world wants more than it is getting and must have it. The more financially embarrassed the people of the world are, the more cotton they will use. In America, an increased acreage is improbable. The boll weevil and scarcity of labor are serious handicaps. The only solution here is an

increased yield per acre. The average cotton yield in the south, to say the least, is discreditable. More cotton is wasted annually in America than it has been possible to raise in Africa outside of Egypt.

"Further restriction of cotton acreage in America would be nothing short of a calamity. Thewenow is and always will be a demand for all the cotton that can be raised anywhere. There is no need to restrict the supply but rather it should be increased.

"Of course the first necessity is to assure the planter a reasonable remunerative price. Despite the great increase in the cost of cotton today, it is still one of the cheapest products. It has not increased in proportion to other commodities."

Mr. Wannamaker prefaced his address with the declaration that cotton has been a curse to the southern states. "If it had not been for the raising of cotton in the south this section would have been thickly settled with white and there would not be the great percentage of illiterates in the rural communities. Cotton brought slavery, resulting in the war, between the states, followed by the terrible days of destruction and bankruptcy. Cotton has blessed every man everywhere, except in the south where it is raised, it has been a curse to women and little children working in the fields.

"There won't be an increased acreage in cotton until a price is paid for the product which will justify its being raised by well paid man labor. It must be a price which will bring our southern negroes back to the cotton fields. The price must enable the 'one horse' farmer to make more than a bare living. The men returning from the war, white and black, do not have any intention of going to the cotton fields again; they know better."

Tuesday.

In his address Tuesday E. A. Calvin, of Houston, Texas, urged a campaign throughout the cotton belt in the interest of warehousing, particularly on the farm. He stated that it was his opinion most of the country damage, equal to about \$5 a bale, originated with the grower through exposure of cotton to the elements without proper protection. "No one has a moral right," Mr. Calvin said, "to wilfully allow his cotton to be damaged. There should be legislation to compel the farmer to take care of his product. As a grower, I have allowed my cotton to become damaged and I should have been punished more than I was, for my cotton was worth much less.

"The country damage last year would have built warehouses all over the South, if it could have been prevented."

Exception to statements that farmers are in the main responsible for country damage was taken by many of the growers present, most of the defenders of the small farmer's handling methods being from Texas.

B. L. Shirley, a Texas grower, declared cotton was best preserved by placing it on the ground, rain causing little damage. He protested against suggestions that platforms be erected by the farmer. Sheds should be constructed, he said, so that farmers could store their cotton immediately after picking and then sell it direct from the gin.

Edward G. Seibles, of New York, declared government statistics showed cotton lost 8 to 10 pounds per bale in weight no matter how it was stored.

Governor Thomas W. Bickett, of North Carolina, said that every group handling cotton from the picker to the final seller could be blamed for damage to cotton. "The only remedy for country damage to cotton," he said, "is for the sinner to repent of his sins and realize the great economic crime he is committing when he contributes in any way to decreasing the value of a bale. The farmer lets his cotton deteriorate by exposing it to the weather, the buyer stores it in yards for months and contributes to some of the damage. The only thing we can do is to create sentiment against such action."

W. G. Turner, of Memphis, contended the railroads were responsible in a great measure for damage. He urged greater care in handling during shipment, and asked that the railroads give as much protection to a bale of cotton as to a bale of hay. "They cover the hay," he said, "but leave the cotton on the platform in the rain until they are able to find car space for it."

A statement from the floor that farmers often stored their cotton on the ground so it would accumulate moisture and increase in weight, brought vigorous denials from a score of growers, mostly delegates from Texas.

Albert S. Duncan, of Boston, a spinner, who presided at the session, ended what was rapidly developing into a spirited debate by calling upon the next speaker, Colonel W. B. Thompson, of New Orleans.

Mr. Thompson said there would be no country damage with proper warehousing. "Regardless of who should be held responsible for the damage," he said, "it is manifest that if cotton is protected as it should be, it cannot suffer from the weather."

Arno S. Pearce, a member of the British delegation, also advocated warehouses throughout the American belt. Permanent marks and labels stating the names of the grower, the warehouse and gross net and tare weight, he said, also would be conducive to the reduction of country damage.

Resolutions from the various classes will not be reported until Thursday, the day of election of officers and adjournment.

A cotton exhibit in which are early spindles, bits of yarn and of fabric, said to date back 500 years, is on display here. The exhibit was supplied by the American Museum of National History. Articles from Latin-America, some said to have

been taken from graves by conquerors, are among the exhibit.

Summing up the whole conference as far as Tuesday night, it amounts to this:

First, the spinners say to the growers: "Give us more cotton, we will pay you well for it."

Second, the growers say to the spinners: "How much will you pay us for it?"

Third, the spinners' reply to the growers: "We cannot commit ourselves to a specific price, but we say to you that you cannot produce enough cotton to supply the world's requirements, and hence you needn't worry about the price. We do not want you to sell it to us for less than a fair price."

Wednesday.

It was Wednesday's meeting which really brought both ends of the cotton industry together, assured the success of the conference.

Speakers agreed that no arbitrary price could be fixed for any given period of cotton owing mainly to the tremendous fluctuations in the amounts of cotton picked in relation to the amount planted in different years. Conditions of weather and of insect depredations made it impossible, it was stated, to set an advance price on the staple as the growing costs cannot be estimated until the crop has been gathered and ginned.

It was agreed by speakers, however, that profits were being made by middlemen who had no direct interest in the growing, spinning or manufacturing branches of the industry, the consumer having higher prices to pay for the finished article than would be necessary under strict regulation of the industry.

G. F. Shackelford, who stated he had 14,000 acres of cotton under cultivation in Georgia, declared he believed it was time for spinners and growers to get together and share in the profits of cotton as well as the losses. "Waste on the farm, at the gin, in storing and in shipping can and must be eliminated," he said. "Much money that is now being needlessly spent in handling and re-handling can be saved. There is now an actual loss of \$11.50 per bale between gin and loom, and there is not an industry in the world where such wastefulness would be permitted.

Closer affiliation of grower and spinner was offered as a solution to the problem of the cotton planter and the spinner by Governor Bickett, of North Carolina, in private life a cotton planter. The planter, he said, is operating on a narrow margin of profit, even at the very high prices.

William Polk, Louisiana planter, declared the spinner interests were capable of fixing the price of the manufactured cotton article.

W. A. Graham, commissioner of agriculture of North Carolina, said that white labor had grown and picked the cotton crop in that State the past few years, as it had been recognized for some time that negro labor was no longer to be depended upon owing to its decadence in

(Continued on Page 23.)

British Cotton Expert Predicts High Prices.

Professor John A. Todd, an authority on economics in general and cotton production in particular, in New Orleans to attend the World Cotton Conference, arrived ahead of the British delegation. He has been in this country since August 26, coming over for a second tour of the cotton belt. His first tour was made in 1913, and also included New Orleans.

"My special missions then and now," explained Professor Todd, "were to see the extent of the boll weevil invasion into the Sea Island cotton growing sections, the prospects of finding a substitute which we have heard a great deal, in England, and to inspect the new Egyptian cotton districts in Arizona and California. The results of my observations? Sea Island seems finished in the United States. The Egyptian cotton is doing extremely well in Arizona, I missed seeing any Meade cotton. I have great hope for the conquest of the boll weevil, the remedy developed by the government giving every indication of proving effective."

"The best attitude to assume regarding the World Cotton Conference here," he replied to another question, "is not to expect too much. We have always been trying to get the producers and consumers together. They used it. The conference will help immensely. The American and European spinners getting together will do good. Each can learn much from the other. It will be a very long time before things settle down in Europe, and nobody knows to what they will settle down. America can help most by growing more cotton and handling it better. We are hopelessly short of cotton and America is the only producer which can increase production to any large extent. The price argument is not so weighty now. The American farmers cannot complain of recent prices. They need not be afraid of the price dropping. There will be no return to pre-war prices for years, and I doubt if there will even be twenty cents cotton. At the same time, it is not a good thing for any industry to be constantly boosting prices, as that course is bound to have injurious effect upon demand. But that is not the immediate issue. The main need is to get enough cotton and cotton goods."

Cooperation Is The Way To An Assured Success

A plant's success in industrial life depends as much on the co-operation of its employees as on the capital invested. Just as an army moves on system and co-operation so does the modern plant—or should. Ninety per cent of all inefficiency is due to lack of the proper co-operation.

Co-operation is the backbone of efficiency. Unless all are effectively performing their duties in the way assigned to them there can't be the will-to-do spirit of helping which is perfectly natural. And unless we are fit in this particular phase of relationship we are not thoroughly successful example.

An instance of this co-operative spirit is to be found in the modern system of perfect sanitation. Both brain and body get an immense amount of uplift from wholesome surroundings and the co-operation and loyalty of employees follow as a natural consequence. Keep brain and body a-tingle with life and enthusiasm and maximum production, contentment, health—co-operation—are assured.

There are divers systems of sanitation which you are informed will bring about this result. Their permanent success, however, is an exception—if ever they succeed at all. They appear to succeed for a few years in spite of their inferiority to the perfect system. Take a manufacturer who has installed one of these systems. Ten times the success would undoubtedly be his if he had called in his local plumber at the start and turned the matter over to him. There are a thousand manufacturers who owe the perfect sanitation of their plants to this one thing to every one who has "succeeded" with an inferior system in operation.

The cause of all this confusion and loss of time and money is wrong sanitary systems.

Perfect sanitation is the backbone of a plant; the inferior system is as little calculated to give unceasing, satisfactory service as soggy wood is to build fresh fires. One is just about as effective as the other. Is it any wonder that the perfect system, with its hygienic appliances is so universally popular? And that the uniform results are a perfect combination of health, efficiency and co-operation.

Years ago the plumber began to give serious study to the question of sanitation and its relation to efficiency of men. Very often he reasoned out the recommendations of his system, and he finally created a perfect sanitary system for homes, mills, cities and towns. He realized that there is no room for improvement, over the modern system—and that an inferior system is as costly as it is inefficient.

Wrong foods and unmethodical living are not good for us, but the right foods, proper hours, and habits

of diligence renew the man and maintain bodily vigor and mental energy. And by right sanitation—we do not mean "just any old thing"—we secure the desired co-operation and diligence of truly appreciative helpers.

You cannot have the perfect system without the plumber and his co-operation. He is the builder of the perfect, natural system. Every idea he suggests is backed by his scientific calculation and his wide experience.

Thus every appliance he has in his shop is an idea which when utilized is an instrument for perfecting the sanitation of your plant. It is what his experience has put into his wares and work that gives installation its meaning for you and determines the results. Take his wares and use them, use his services, and they will create the pure, wholesome surroundings which you have often visualized about your plant.

Arouse the appreciation and loyalty of your employees, call out the initiative, individuality of your workers, and their co-operation will sustain you through trying times. Your efforts to render them more active industrially, socially and otherwise is not deemed the act of the philanthropist. Men are human and all men respond favorably to the efforts of those employers who make life a bit more attractive and who endeavor to interest them in their work.

Acts become flesh and will dwell with your employers. Action has put civilization where it is today. Action today will put your sanitation problems on a sure and sound basis, and the act will become wedded to the lives of those who keep your machines humming day after day.

One of the first things to do: Consult your local plumber today—now. In his extraordinary store of plumbing knowledge and in the unequalled appliances for rendering your plant perfectly sanitary you will find the way for stimulating and encouraging the loyalty and co-operation of every employee. Every manufacturer desires to have the neatest, cleanest, most efficient plant in the country. Here is one sure and certain way of reaching your goal—of realizing that ambition.

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Callaway Gives Secret Of Industrial Peace

There are many men in Washington attending the Industrial Conference with a broad vision and a sense of humor which has had a decided leavening and salutary influence over the thought of the whole body.

Following a period of rather warm debate in one of the sessions of the week, after many proposals had been presented, a complete relaxation was effected in the conference by the address of Fuller E. Callaway, a representative of the public, former president of the National Association of Cotton Manufacturers and chairman of the European Commission of the recent World Cotton Conference. He had been asked to "tell a little Southern tale" of how he had been keeping industrial peace in his big cotton mills at LaGrange, Ga.

Mr. Callaway said in part:

"Mr. Chairman, ladies and gentlemen:

Some 20 odd years ago down there our country was busted, with a relapse from the Civil War, and the panic of 1873, and we had a great many poor white people; of the highest type of character and morality and religion, that could not produce at five cents a pound against the negro, who could live on a much smaller scale, and they started to building cotton mills down there, and these men moved to town as cotton mill operatives. Their position in the country had been so poor, with the low price of their products, that it elevated them even to bring them to town and work in a cotton mill which in itself was a poorly paid occupation at that time.

"At LaGrange—it was a sort of contagious disease, like the measles—every town wanted to build a cotton mill. They did not have anything much, and we got up a cotton mill, and we would auction off the directorships. Anybody that could take \$5,000 worth of stock, we would make him a director; and if some widow or some one had a son with \$2,000, we would make the son a bookkeeper. We organized our little mill, and got our home people there to working it, and to going, and we worked it rather along human lines. Everybody was proud of it, and had everything they had in it; and a good many of the laborers took stock in it, and we rather worked along the lines of the individual. We did not try to patent our people, or standardize them.

Can't "Patent" Americans.

"I am afraid right now that one thing we will do here, and the next danger of this country, now, is an attempt to standardize Americans, and patent the process, like Germany did. They made a great success of it. They did get to great efficiency in their standardization and their patents on men; but like all things that become perfect, they then explode, because this is not the world for perfect things. I think one of the biggest things we have to look at here is not to do that, and to pay a good deal of attention to the individual.

"I represent the individual. I am here to represent the public—not

capital and not labor; and I want to say that probably between 50 and 75 per cent of the population of America consists of the individuals who are not standardized, and who do not want to be standardized, by either capital or labor.

"They are the great mass of people that are the backbone of this country. In making our rules and regulations here we must not leave them out, because if we do, they have a way of rising without any notice and righting themselves and righting you and righting the country.

The Individual in Business.

"I think we want to give a good deal of allowance in our plans and specifications here to the freedom of individuality, and to encourage individuality.

"We find in our own business that it is one of the best things we do—to get a man interested in his own part of the work. We try to segregate our work down to where every man, nearly, will be the boss of his machine, instead of simply being a unit. In fact, in our business we have at each door a box for suggestions, and we pay a premium—not only the honor, but money; and we get very good suggestions, frequently, from persons from whom you would not think they would come.

Compliment to Conference.

"When I read of this committee at home I was very much pleased with it all around. I think you have a representative committee from America here—I think we are going to make a success; we are obliged to do it. I think one of the best ways to do it is to pay the greatest attention to these individuals. I believe right now 25 per cent of the efficiency of America is being lost by antagonism. I believe if we would right now—not like the demagogue or the politician, but really grasp hands right here, I believe that we would get the very best possible results. I believe if labor just but knew it they could get more good work out of Judge Gary than you ever saw. If you will let me join you and let me work him we can do it."

"We will let him," interrupted Mrs. Conboy, from the labor group.

"I think he has a heap of good in him," Mr. Calloway continued, "and instead of antagonizing him, let us harness him up and put the blindbridles on him, and snap the traces on him and let him pull our way.

"The way to do that is to get face to face and be straight and fair and honest and do right in your heart.

Period of Monopoly.

"I know along the nineties, I was rather Bolshevik—just before Mr. McKinley was elected President. The capital of the country organized and practically monopolized this country. They formed all of the big trusts and all of the money trusts at that time. I didn't have any money to put into it, and I was jealous of it. I was on the outside. And they did, probably, run over some little fellows, like I was, and some of the small enterprises got stepped on.

But it is a fact, however, that they carried America forward in that period from the late nineties to 1907 a greater distance in a shorter period than any country had ever been carried before.

The Reversal.

"Then 60 or 70 or 80 per cent of the individuals whom I represent in America, got tired of it, when capital got to putting its forefeet in the trough, and felt like they held the world by the tail with a downhill swing, so that you could hear them eat the slop half a mile away, and they put their left hind legs in the trough, and about 1907 we turned the trough over, and the slop went down and the capitalist was probably discriminated against.

"Now, when they got down to the cotton mills in a town where it was congested, they had no idea how to take care of themselves from the standpoint of health. When they would get sick, the whole family would stay out and nurse them—they were good religious people with plenty of sentiment—and as a result, your mill would shut down, and by the time the fellow would get convalescent and feeling good, they would feed him sausage, and he would die, and the burial expenses would amount to \$400 or \$500 and they would be that much behind, and so would rob you of the efficient services of the entire family.

Minimum Charges.

"In the hospital, we charge them \$6 a week, which includes the nursing and everything, and when we first started we had a hard time to get them to take hold of the proposition. There seemed to be a prejudice against them going into the hospital. It reminded me a great deal of the Indians when the Government started out building them houses with bath tubs in them. The Indians started out, not understanding that arrangement, by sleeping on the ground and carried the cows and buffalo into the houses and put them into the bath tubs. They just could not understand it. However, we got so that we not only cured the man, and kept him out of debt, but we taught the women to broil some of the food instead of frying it, and to keep the windows open at home. Why, they used to think the way to cure tuberculosis was to shut all of the windows down. We taught them the evil of that and we taught them also to put fly screens in their houses, and many other things.

Social Extension.

"Now, we have the Y. M. C. A., swimming pools, billiards, pool tables and various games, classes and dinners and everything. Among other things, we have greenhouses at every one of our mills. I remember when we built the first greenhouse that my own objecting director objected to that. He said: 'How can you ever do that and make it pay?' I proved that we could keep—and in numerous cases, we did do it—that we could keep a dozen hot-houses going in the mills. I remember an instance, when a family was tempted to be induced to move to Roanoke, and I remember that the

wife, when the matter was put up to her, objected strenuously, saying that 'No, indeed, all of my plants are here at the hothouses, and I would not think of moving.'

"As I say, we have swimming pools. We do not charge anything. We have tickets which entitle the holder to admission. Now, you take a 'doffer' boy, and if he does not behave we take his swimming ticket away from him, and it has more influence with him than the fear of God. We have a great many things like that, and it has all proved to be good for the people.

"Spontaneous" Profit Sharing Plan.

"We have a profit sharing plan, but is an entirely home made one. This is something that we built up ourselves, without any definite idea in advance. It simply came along as we struck a thin place. We did not intend to do it in the beginning. We did not intend, as a matter of fact, to build up this big enterprise. We started it, and it grew like Topsy. We had no more idea, 20 years ago, of building up this great enterprise down there than anything in the world. I think we have the best social life and home living down there of any community in our country. I think that every dollar we have spent has brought returns of over 100 per cent.

"Now, we have a system by which everyone who works with us shares in the profits. We started away back and did little at a time. We did not draw the whole picture at once. As we would find a weak place we would correct it. We have worked it all out in that way.

No Discriminating Tests.

"For instance, we have what we call our general profit sharing. That is a plan by which a person participates in the profits of the business, regardless of whether he is efficient or not, so long as he is smart enough to hold his job. After we pay our dividends and reserve our depreciation, we take 10 per cent of what is left and divide it among those employees whose work cannot be measured, and we take another tenth and divide it among the employees whose work can be measured. Most of our work is piece work. It has run all the way from 30 to 60 per cent of the wages of those whose work can be measured. That includes the employees all the way down to the second hand or the loom worker.

"Among other things we have a school there with a superintendent of education, and with all due respect, I think that he is the superior of any superintendent of education of any State in the United States. He has his heart in the work. We try to select a man whom God has made for a certain work, and endeavor to find the work for which he is fitted—the work that is in his heart.

The "Fit in."

"Everyone is made for something and most of us are made for something better and bigger than we are getting out of ourselves, if it is there, if someone can only pick it out.

We have a school of 850 children,

with a superintendent and a corps of teachers, and in selecting the teachers we do not allow the superintendent to engage any teacher who is related to anyone connected with the mill. They participate in the profits of the general mill, and they live in the village, and their value to the mill is worth several times their salary, in the work they do around in the community.

"Under the profit sharing plan, the piece workers get about 10 per cent. We have a way for the piece workers to develop individual efficiency. A toe hold, we believe, is a big thing—something to push against, instead of being like a marble on a glass table, not caring which way it is pushed.

"For instance, we had a normal

price for a normal day's work, and then we add every fraction of a jump above a normal day's work, in geometrical ratio. That is, if we were paying 15 cents a hank, to a worker who used to do 20 hanks a day, we used to pay \$3 a day, and they did 20 hanks a day, and that would be 15 cents a hank. Now, instead of that, we pay them 15 cents a hank, and 18 cents for the next four hanks, and above that, and about 22 cents for the next four hanks. When we started that away back yonder it was 8 cents a hank, and four cents a hank. We have worked that up to where those people who run those machines are making twice what they made before, and we are producing the goods cheaper than when we paid them

half salary—the same as the cow would give four gallons of milk—and the people were better off.

No Strikes.

"Now, we never had a strike in our lives. In the last four years we ran our mills 24 hours a day, in order to help meet the Government's needs. We were making certain special goods that had to be made—the canvas that makes the connections between the air brakes on railroad trains, and the canvas that went into the suction hose to draw the water out of Flanders, and a great many things like that. We ran our mills 24 hours a day, and we had no trouble in getting labor.

"We not only did not have a strike but in the last four years, of the worst labor turnover in the world, we have not had a man to ask us for a raise in wages, and from a second boss, at \$5 a day up, with day and night shifts in various departments, we did not lose one in the four years by leaving us or by death.

"I was born in LaGrange, and I am living there yet, and I expect to die there, and I do not think that is anything against me; and if you can stabilize people to stay in one place and build up character and friends and reputation, it looks to me like a very good thing. We play perfectly fair with our labor, and they play perfectly fair with us; and if you start a profit sharing scheme, do not do it in lieu of wages; if you do, you are just camouflaging yourself.

Must Pay Top Wages.

"You must pay top wages first. The man who does not pay top wages is just asking the scrub labor to come his way. The man who does not take care of the good cows has scrub cows, because you can get a thoroughbred, and if you do not take care of it, it will go scrub in six months. The first proposition is that you be sure and pay top wages, where people can have a good life and save something, and then let your profit sharing be in addition to that, and let it mean something to them. We have made more money net since we began our profit sharing system than we did before. That is to say, what has been left has been more than all of it used to be, just like a dairyman who runs his dairy right. After buying good cows, if he treats them right, they will give more milk, and he will have the jump on the man who has scrub cows and turns them out in somebody's mullein patch.

"Now, I know that these men's hearts over here are in the right place. It was not more than 20 or 30 years ago when I thought as they do today. I was a farmer and lived in the country, and if I had stayed there I would be with them today, but I moved to town at 13, and left Charlie Barrett out in the country. It is a poor way to make a good living, or a good way to make a poor living.

"It is a glorious life if you have plenty of money to spend, but if you have to support a family on what you make it is pretty hard.

Wants Frankness.

"Now, if these three groups will get together in just sort of a talk fest, and will tell each other just what they think and feel—if you

look a man straight in the eye and be fair, there cannot be so much difference between men. You cannot run your big industrial plants without labor, and labor cannot live as well unless the industrial plants are successful, because you cannot milk a cow until she goes dry and then kill her for beef if you want to have any herd left. We have got to keep Judge Gary's steel plant going because we do not want to kill for beef. We want to milk him again.

"I believe the world is coming to the point where the men who have made money—you capitalists—are willing to do more, just on the same theory that the little boy who stole into his mother's closet and ate sugar half way down the barrel, and then quit, and when somebody asked him why he quit, he said he had eaten down to where it was not sweet, and there are capitalists in America who in the past 20 or 30 years have eaten down to where it is not sweet, and all this money is of no special use to them; and I do not know of any better use to which they can put it than to be liberal with the cow that they have been milking; and I think most of them believe so in their hearts, and I think most of them are doing more than they ever did in their lives, because they have more to do with. The reason they did not do much back yonder was that they did not have much to do with. They were having a hard time to get up the pay roll sometimes, and they went out Saturdays, if it was not forthcoming.

Must "Stack Arms."

"As a matter of fact, our country is very prosperous and we should 'stack arms' and try to help others to better conditions generally. I would hate to see our country get into the shape of Europe, and if it does I will go to China where they are not worrying. We have a big opportunity here, and in order to take advantage of it we have got to get together and make some sacrifices. The world is turning around, and just as the drunken fellow said to the policeman who was leaning up against a lamp post—he said, 'My house will be along directly and I will step in,' and if we do not move around with the world the policeman will get us.

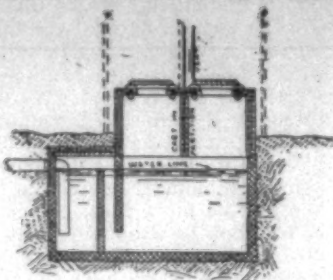
"I was awfully against the railroads in the late nineties—and now I am sorry for them. It is just human nature. You would go down to the depot and they wouldn't pay a claim. They wouldn't tell you whether a train was late or not; they wouldn't give you a drink of water. They were just as dominant as they could be. They had the world going. And then this crowd of locusts that I represent rose and turned them over. (Laughter.)

Educates Future Workers.

"Now, at our little place at LaGrange, we organized these mills, and the first thing we started, was a school, and I had one old-fashioned director of the old type, that objected. He said: 'What do you mean by building a school to educate these people, and then not being able to control them after being educated?' Well, I took the position

(Continued on Page 22.)

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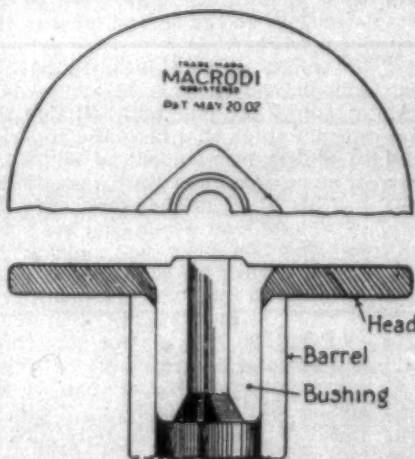
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Program of Meeting of Southern Textile Association.

Friday, October 24th, 1919.

Meeting called to order at 10 A. M. by President F. Gordon Cobb.

Addresses of Welcome by John F. Fox, president of Rotary Club, and Paul F. Haddock, president of Kiwanis Club.

Response to Addresses of Welcome by J. M. Davis, Newberry, S. C. Address, "South American Opportunities," by J. D. Woodside, Greenville, S. C.

Remainder of session will be devoted to practical discussions based upon questionnaires sent by Chairmen of Carding, Spinning, Weaving, Finishing and Power Departments.

12 M.—Members will leave for ride around Charlotte, ending at Country Club, in automobiles furnished by Charlotte men.

1 P. M.—Buffet lunch at Country Club.

3 P. M.—Entertainment consisting of golf tournaments, racing, swimming matches, etc.

8:30 P. M., Auditorium.

Address, "Responsibilities of the Hour," by Lieut. Governor O. M. Gardner.

Vaudeville and cabaret show. Refreshments and dancing.

Saturday, October 25th.

Meeting called to order by President F. Gordon Cobb at 10 A. M.

Reports of Chairmen of Carding, Spinning, Weaving, Finishing and Power Sections.

Business meeting.

Address, "The Industrial Democracy Plan of Operating Mills," by H. R. Fitzgerald, president of Riverside & Dan River Cotton Mills, Danville, Va.

Address by speaker of the House of Representatives of the Riverside & Dan River Cotton Mills, Danville, Va.

Discussion.

Adjournment.

For "Open Shop" Policy.

Washington, Oct. 12.—That the "closed shop" is un-American, is the assertion of the Republican Publicity Association in the following statement given out today by the president of that organization, Honorable Jonathan Bourne, Jr.:

"The crux of the demands of the labor group as presented to the labor-capital conference may be summarized as follows: 'The right of wage-earners to bargain collectively, through unions, represented by agents of their own choosing.' It is a one-sided proposition. It speaks of the 'right' of wage-earners to bargain in a certain way but assumes that there shall be no right to bargain in any other way. What the unions desire is not the right, but the power, to bargain collectively, and, under the form of bargaining collectively to dictate terms to employers. Their object is not bargaining but dictation.

"The only truly American policy—the only truly democratic policy—for wage earners to bargain collectively or individually as they may prefer and as they may be able to bargain with employers. Whenever an employee is compelled to participate in collective bargaining against his will, his 'right' has been taken

from him and he is no longer a free man. He becomes a subject of the union and its agents, no longer free to take employment when he so desires. Whenever an employer is denied the right to bargain individually with his employees, his 'right' has been taken from him, also, and he becomes a subject of the union and its agents.

"The demand of the labor unions, assuming to speak for all wage-earners, although authorized to speak for relatively few, is an attempt to overthrow the first principle for which our forefathers fought the American revolution—the right to life, liberty and the pursuit of happiness. With the demand of the labor union granted, the word 'liberty' would scarcely have a place in our vocabulary. Popular government of, for and by the labor unions—an autocratic government granting to the rest of the people only so much life, liberty and happiness as might be necessary to prevent revolt. With the hand of the labor union in control of transportation, in command of steel production, in supervision of coal production, and probably dominant in the police service of cities, there would be no recognized rights of farmers, cattle growers, sheepmen, horticulturists, dairymen, gardeners, merchants, manufacturers, mine-owners, etc. The proposal is the setting up of a government by class with defiance of the rights of all not members of that class.

"Wage-earners have the right today to bargain collectively if they wish. They also have the right to bargain individually. They are in the full enjoyment of unimpaired liberty of action. Forced bargaining through a labor union is not maintenance of liberty—it is the destruction of liberty. Forced subjection to the mandates of a walking delegate is not liberty—it is serfdom. Forced membership in a union as a prerequisite to employment is not liberty—it is the very reverse.

"It is the plan and practice of labor unions to limit production and to establish a standard of speed with consideration for the least efficient rather than the most efficient. That policy and practice has resulted in under-production and has aided materially in bringing about the present excessive cost of living. That practice contravenes sound public policy and is unjust to the great majority of people who depend for success upon their own individual industry, enterprise and thrift. Forced collective bargaining would be a wrong—not a right. To speak of it as a 'right' is a perversion of language. Freedom to bargain either individually or collectively is the only truly American policy, conducive to progress and promotive of the public welfare."

Knit Goods Growth Centered on Cottons.

The big growth of the knit goods industry during the past decade or two in this country has been a growth in the demands for cotton underwear, and it is believed in this country that if the industry here has grown along a cotton line, that the same thing must be true to some extent in other countries, and bas-

ing their opinion on this supposition the industry looks forward to a bright future for cotton underwear.

Some indication of the large growth in the demand for nainsook underwear has already been given, and the tendency now seems to be to develop this line of underwear for women. It is still new, but the indications are that it is proving popular, and retailers who have done anything with it report that it is selling as well as could be expected. The demand for nainsook underwear for men is beyond the innovation stage.

In knitted underwear the bulk of the expansion has been on cotton numbers and many in the trade even go so far as to say that the demand for wool underwear, especially the all wool lines, is showing a noticeable decline, and that cotton underwear is gaining at the expense of the wool lines.

Manufacturers of knitted underwear in some cases are studying the situation with the idea of obtaining some light that will guide them in the future. They feel somewhat like the wagon manufacturers did

when the automobile gave indication that it was here to stay. It may be entirely possible that some shifts will be made so as to meet the changing demands of the public and at the same time stay in the industry.

Japan Will Take From America 1,000,000 Bales of Cotton.

Japan will use 1,000,000 bales of American cotton this year, and Oriental shippers will route as much of this as possible through the port of Galveston, according to K. Fujita, president of the Texas Goshu Co.

Difficulty in making financial arrangements for Indian and Chinese cotton increases the amount of the staple which Japan must secure from America, Mr. Fujita said.

Japanese shippers are dissatisfied with the manner in which cotton is handled through the Pacific Coast ports, according to Mr. Fujita, especially through delays in booking and lack of facilities. Last year, he said, the Goshu Company routed 4,000 bales through Galveston, and was well satisfied with the promptness and facility with which the shipments were dispatched.

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Power of Congress to Regulate Labor.

Hambleton & Co., of Baltimore, in last week's market letter, take up the challenge of Mr. Gompers to Congress to pass a bill making strikes and lockouts a criminal offense, and say:

"Aside from the dangerous trend of mind which this spirit exhibits,

Mr. Gompers' utterance betrays a woeful lack of knowledge of the fundamentals of national Government. He assumes, in the first place, that it is man's birthright to pursue unmolested such vocation as he elects, and that such right is the parent of privilege which sanctions concerted action; that the freedom of contract possessed by every individual follows him into every walk

of life, and that that which he may, in his individual capacity, lawfully do, that also may he do in common with others. Reasoning thus, in a vicious circle, he comes to the conclusion which he assumed as true for the purpose of his major premise—to wit: that the right of the individual to strike is superior to the law and must be so conceded, inasmuch as any statute attempting

to preclude the exercise of such right would be overridden by force.

"It is useless to quarrel with Mr. Gompers' position or to debate the soundness of his logic; but it would be well that labor have a clear understanding of the well-defined limits that can encompass it under Federal law. So many times have we pointed out that the power of Congress flows from the authority to regulate commerce, and that this regulation is controlled by principles dictated by the best interests of the country generally. It was for that reason that this power was committed exclusively to the Central Government. If Congress has the power to say what can be done in interstate transportation, it likewise must possess the right to declare what cannot be done, provided such restriction is reasonably relevant to the subject-matter.

"It is not every one who has the right to pursue the practice of medicine or of law, and merely because a man may be skilled in the operation of a motor vehicle does not give him the unconditional irrevocable right to drive machines when, where and as he will. The public interest demands some things, and in the interest of the general welfare all men must recognize that their rights are subject to restriction. The same principle is recognized in many of the broader and more unskilled pursuits of life, and it has been solely for the promotion of the public good—whether sounding in the safety or the convenience of the traveling public—that the Congress has undertaken the enactment of many statutes. It is to such interest that the free flow of commerce be not interrupted, and as a qualification of the right of any individual to engage therein he may not be required to yield certain of the rights which, as a free lance, he would possess. Thus, all employed by railroads engaged interstate commerce, could well be required, as an implied condition of their retention, to yield obedience both to the letter and spirit of that Act of Congress which, while recognizing the right of the employee to leave the service at any time, forbade concerted action born of conspiracy whereby a given end was sought to be accomplished by unlawful means—the paralysis of commerce.

"The Sherman law and all other statutes were framed pursuant to this general theory, and have been sustained with practically unanimity. In order to accomplish its end, labor must do two things—(a) amend the basic law and (b) abolish the Supreme Court; and yet it is the first named—the Constitution—which is the source of practically all of their rights, and it is the latter tribunal which has, time and time again, judicially enforced them by the dissolution of capitalistic monopolies and the enforcement of the guaranteed rights of individual under the law. There is, therefore, room for abundant, well-founded opposition to the attitude of Mr. Gompers, who believes that the law would not stop strikes, but would simply create another class of law-breakers. Rather than "wink" at such violations of law, we would advocate the building by Congress of larger and stronger prisons."

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Clark's Weave Room Calculations

By W. A. Graham Clark, Textile Expert of United States Tariff Commission

(Continued from last week.)

LOOM SPEED CALCULATIONS.

Narrow looms are operated faster than wide looms, for instance a loom on 36-inch sheeting will ordinarily be speeded to put in fully twice as many picks per minute as a loom on 108-inch sheeting. This does not necessarily mean that the shuttle itself travels faster, for in fact in the instance cited the shuttle in the narrow loom will not cover as many feet per minute as the shuttle in the wider loom. The narrower the loom the larger the percentage of time lost in retardation of speed, bringing the shuttle to rest, at each end of its traverse. A normal shuttle speed is around 10 miles an hour, varying according to circumstances between 9 and 13 miles an hour.

The width, however, is only one of several factors that have to be considered in deciding upon the number of picks per minute most advisable and, even on the same cloth, looms of the same width will be found operated at different speeds in different mills. In general the slower the speed, within reasonable limits, the higher the percentage of the theoretical production obtainable and good judgment is required in deciding as to the picks per minute preferable. For instance, a mill may be weaving print cloth at 180 picks per minute and getting off 80 per cent production but find that by reducing the speed to 160 picks per minute it can get off 90 per cent production; the output per loom would be the same in either case but the change would probably be advisable because the slower speed would make easier work for the weaver and tend to fewer seconds.

English mills operate their looms faster than customary in this country. In most instances this is due not so much to superior skill of the weaver as it is to the fewer looms given each weaver and the fact that the English weaver is required to do much extra work, such as bringing his own filling from the storeroom, unrolling and trimming and repairing cuts, carrying the perfected cloth to the warehouse, oiling, sweeping, etc., that in American mills is usually done by a cheaper class of operatives. This difference in methods, backed by the loom limitations laid down by the labor unions, accounts largely for the fact that the English weaver rarely operates over four looms (if he runs as many as six he always has a young "half-timer" assistant) on cloth that in the United States a weaver would tend 8 plain looms, or 12 if fitted with stop motions. The automatic looms, where the filling is automatically replenished, is used to a large extent in this country only; it is due to this that, in spite of higher wages made by the weaver, American weaving costs per yard are often less than those abroad.

Japanese looms are also operated faster than the American but this higher speed, together with the poor grade of material used (Japanese yarns are most largely of the coarse Indian cotton or a mixture thereof), and a lower degree of skill, means that only two or three looms can be given a weaver. In the United States, where wages are high, the main object is to obtain the maximum production from each operative; hence loom speeds are moderate and each weaver is given as many looms as he can handle. In low wage countries, such as Japan, the principal object is to get the maximum output from each machine; hence loom speeds are high and as many operatives are employed as are necessary to get the desired re-

sults.

The class of goods to be made and the type of loom to be used are prominent factors in the adjustment of the loom speed. The more complicated the design the slower the speed and dobies are therefore run slower than ordinary cam looms, and Jacquards are run slower than dobies. For some purposes cloth is required as near perfect as possible and in such cases the loom speed is reduced appreciably below that usual when operating on the same goods for ordinary uses.

The following table of loom speeds on medium weight cloth is taken from the catalogs of two prominent loom manufacturers, one making plain and one automatic looms.

Name of Loom or Cloth Width	Whitin Plain	Draper Automatic
28 inch	200 to 210	190 to 195
30 inch	195 to 200	185 to 190
32 inch	185 to 190	180 to 185
34 inch	180 to 185	175 to 180
36 inch	175 to 180	170 to 175
38 inch	170 to 175	165 to 170
40 inch	165 to 170	160 to 165
42 inch	160 to 165	154 to 158
44 inch	154 to 158	148 to 152
46 inch	150 to 154	144 to 148
48 inch	142 to 148	140 to 144
50 inch	138 to 140	136 to 140
52 inch	132 to 136	132 to 136
56 inch	128 to 132	128 to 132
60 inch	116 to 120	116 to 120
72 inch	110 to 112	108 to 112
80 inch	104 to 106	100 to 104
88 inch	100 to 102	96 to 100
92 inch	94 to 96	90 to 94
100 inch	86 to 88	86 to 88
108 inch	75 to 80
124 inch	65 to 70
150 inch

Although width is only one of several factors that decide speed, the foregoing is useful as an indication of the normal relation of speeds on looms of different widths.

In stating rules for loom speed calculations most writers disregard the fact that there is such a thing as belt slippage, with the result that there is not actually obtained the speed calculated. The percentage of speed lost by belt slippage varies according to conditions but, with proper care given the belts, will be around 3% for each belt and it is well to allow for this amount. If there are two belts between the main shaft and the loom and each slips 3%, a total of approximately 6% of the speed is thus lost. This means a loss of 8 to 12 picks per minute at the loom and belt slippage is therefore an appreciable item in most calculations dealing with the transmission of power by belting.

To find speed of loom, when speed of shafting; diameter of driving pulley, and diameter of loom pulley are known:

RULE 65: Multiply speed of shafting by diameter of driving pulley, and by 1 minus percentage of belt slip; divide product by diameter of loom pulley.

EXAMPLE: Shafting runs at 325 r. p. m. (revolutions per minute) and uses a 7-inch pulley driv-

(Continued on page 26.)

SOUTHERN TEXTILE BULLETIN

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THURSDAY, OCTOBER 16, 1919

Southern Textile Association.

One of the factors in the success that has characterized the work of the Southern Textile Association is that it has always offered to its members an interchange of opinion with men who are all engaged in the same line of work. Every practical mill man, no matter how efficiently and successfully he may operate his mill occasionally stumbles up against a problem, the solution of which would be considerably easier if he could have the advice of a number of other good mill men who had tackled the same proposition. No matter how good a man may be, he can always learn something from others.

Realizing the value of consideration of all phases of cotton manufacturing, one of the features of the Southern Textile Association meetings is the round table discussion of every day questions that come up in the mill. Past meetings have proved that these discussions have brought out many valuable points. The only drawback has been the difficulty in getting enough men to take part in them. Many a man had a wealth of information tucked away in the back of his head, but finds it rather hard to get on his feet and tell what he knows. Too many members have a dread of talking before an audience. "If you can't talk, shake a bush," is an old saying that expresses the feeling of many who would rather indulge in a quiet bit of bush shaking than to "speak up in the meeting." These same men in private, however, can intelligently

answer almost any question about textile work, and in order to get at their opinions, the Association this year sent out a large number of questionnaires asking for information from every department in the mill.

The value of this information cannot be questioned. The men to whom the questionnaires went are authorities in their line of work and a compilation of the answers to the questions will result in a store of technical knowledge that cannot be obtained in any other way.

A digest of the opinions as expressed in filling out the questionnaires will be read at the Charlotte meeting. This feature of the convention alone will make it worth any mill man's time to be present.

Our export trade in cotton goods is receiving more and more attention from Southern mills. South American markets offer what is probably the best field for export shipments and market conditions in South America will be discussed by a mill president who but lately returned from a visit there. J. D. Woodside, president of the Woodside Cotton Mills, Greenville, will undoubtedly present this subject in an interesting way.

The industrial democracy system is attracting much notice in the South and is being closely watched in those two mills where it is being tried out. H. R. Fitzgerald, president of the Dan River and Riverside Mills, will tell how industrial democracy is operating at his mills. His address will doubtless prove interesting and will be the first opportunity

that many men have had of hearing a complete discussion of the subject.

Some weeks ago, the men who are engaged in the textile and allied lines in Charlotte, organized into committees for the purpose of providing entertainment for those who attend the coming meeting. These committees have done their work well and the entertainment plans are going to be carried out on a big scale. The visitors are going to receive a warm welcome and a fine time in Charlotte. Every member of the Association should make up his mind to be on hand.

Cotton Storage Facilities Sadly Lacking in the South.

Storage facilities for cotton, though adequate when the South is considered as a whole, are sadly lacking to care for the cotton properly in hundreds of sections where it first must receive shelter, according to the report of a special committee on warehousing and prevention of "country" damage at the World Cotton Conference.

This committee finds, after investigation covering a considerable period of time and involving intimate inquiry, that millions of dollars worth of cotton annually goes to waste from exposure to the elements simply because the storage facilities are not properly distributed.

Louisiana, among the several other states, is, according to this report, well supplied with storage houses, but producing sections of the state probably are lacking in this respect, while in some states adequate facilities both as to location and as a whole, are below the requirements. A digest of the committee's report furnished in advance of its presentation to the conference follows:

"Your committee is satisfied, as a result of its investigations, that the warehouses now in use are quite ample in total storage capacity when the South as a whole is considered. Our investigations indicate that if all storage houses, including those belonging to the cotton mills in the cotton growing states, were used, every bale of an average crop could be stored; nor is there ever a year when there is not a demand for this amount of storage space.

"Virginia, Florida, Tennessee and Louisiana have a storage capacity much greater than the production of cotton in those states, but most of the warehouses are located at the shipping centers, Norfolk, Newport News, Jacksonville, Pensacola, Memphis and New Orleans. While it would appear, therefore, that the capacity facilities in these states are adequate, it is probably true that the cotton producing sections are but inadequately supplied with a proper distribution of storage houses. The farmer who desires to store cotton in these sections must hold it on his farm, uninsured, and subject to 'country damage,' or ship it to a factor in one of the large

towns.

"Your committee further finds that the warehouse facilities of North Carolina, Arkansas and Texas are not adequate in total capacity to properly store an average season's crop, even if equitably distributed, and we find that they are not equitably so distributed. It appears, further, that the storage facilities of Georgia and Alabama are apparently adequate in volume and are better distributed than in many other states, but that their services are not of the best. In the other cotton growing states we find the facilities are ample in total capacity through distributed in such a way that they do not well serve the best interests of the industry.

"Your committee finds, too, in which finding we entirely agree with the United States Department of Agriculture, that in all states the majority of cotton warehouses are not rendering efficient service to the industry as a whole. There are a few notable exceptions that can be made to this statement, namely, those of the newer warehouses built within comparatively recent years.

"Your committee finds—that there is a lack of uniformity in the warehouse warrants given by different warehousemen for cotton stored, and that the banks of one section are familiar with, and are accustomed to loan money on one form or receipt, while in a neighboring community, sometimes within the same state, quite another form is required.

"We find, also, that there are many public warehouses throughout the South whose warrants are not looked upon with favor even by the local banks. This occurs by reason of the fact that, perhaps, their standard of construction is not of the best; that the fire protection is not considered adequate; that the personnel of the operating company is not all that a loaning bank might desire, and a multitude of other reasons. Furthermore, there is a lack of uniformity in the laws of the different states producing cotton, regarding the form of warrant prescribed; all tending to hamper operations in both the warehousing and financing of cotton.

"Your committee desires to draw attention to the importance of improved construction methods in insurance costs. To illustrate the economic value of well equipped, fire-proof warehouses, the committee feels justified in making the following estimates:

"The present cotton crop is taken at 12,000,000 bales. Assume that, say, half of this amount, or 6,000,000 bales, is stored for six months in a year, or 3,000,000 bales stored for a full year. At approximate present prices the value of the stored cotton would be \$450,000,000. If stored in unprotected warehouses, at an insurance rate of \$2.57 per \$100, the year's insurance bill would amount to \$11,565,000. If stored in a modern, fire-proof warehouse at a rate of 35 cents per \$100, the yearly insurance cost would be \$1,575,000, an economic saving of \$10,000,000 a year which would go far towards erecting many substantial warehouses."

Personal News

J. A. Seymour has been promoted to card grinder in Grendel Mill No. 1, Greenwood, S. C.

J. J. Flynn has been promoted to card grinder in Grendel Mill No. 1, Greenwood, S. C.

W. B. Cash, overseer of weaving at the Limestone Mills, Gaffney, S. C., has resigned.

Joe Byers has resigned as overseer of carding at the Limestone Mills, Gaffney, S. C.

Luther Calhoun is now day overseer of spinning for Couch Bros. Mfg. Co., East of Pitt, Ga.

R. C. Estes has resigned as superintendent of the Ensign Cotton Mills, Forsyth, Ga.

H. E. Cox has been promoted to overseer of carding in Grendel Mill No. 1 at Greenwood, S. C., to succeed J. T. Jordan.

J. H. Goff, formerly second hand in spinning in Grendel Mill No. 1, Greenwood, S. C., has been promoted to overseer of the same department.

G. C. Anderson from the machine shop of Grendel Mill No. 1, Greenwood, S. C., is now second hand in carding at the same mill.

John H. Clark from Ninety-Six, has taken a position as second hand in spinning in Grendel Mill No. 1, Greenwood, S. C.

B. M. Tennyson, formerly overseer of carding at Loray Mills, Gastonia, N. C., is now overseer of carding at the Limestone Mill, Gaffney, S. C.

H. B. Williams, formerly of Fairfax, Ala., is in charge of all night work at Couch Bros. Mfg. Co., East Point, Ga.

J. E. Wicker has resigned his position as superintendent of the Puritan Mills, Fayetteville, N. C., and is located at Graham, N. C.

B. W. Bingham of Ozark, Ala., has been elected general manager of the Madrid Cotton Mill Co., recently organized at Madrid, Ala.

Lester Leppard from Cabarrus Mill, Kannapolis, N. C., has accepted position as overseer of spinning at Pinkney Mill, Gastonia, N. C.

E. R. Holder has resigned as spinner at Pinkney Mill, Gastonia, N. C., to accept a similar position at the new Rankin Mill at that place.

P. A. Smith, general overseer of Capital City Mills, Columbia, S. C., who recently met with a serious accident in falling from the top of a 14-foot ladder, is reported in fair way to speedy recovery.

E. W. Henderson, who was in Army Y. M. C. A. work, has returned to cotton mill work as overseer of carding at Belbro Mills, Charlotte. Mr. Henderson before the war was second in carding at Beaumont Mills, Spartanburg, S. C.

J. T. Davis, superintendent Cowpens Manufacturing Company, Cowpens, S. C., has resigned to become overseer of weaving at the Limestone Mills, Gaffney, S. C.

T. L. Ledwell has resigned his position with Whitin Machine Works to accept position as overseer of carding at the new Rankin Mills, Gastonia, N. C.

H. O. Dowling, president of Ozark (Ala.) Cotton Mill Company, has been elected to the presidency also of the Madrid Cotton Mill Co., Madrid, Ala.

C. M. Thompson has resigned his position as overseer of spinning for the Roanoke Mills Co., Roanoke Rapids, N. C., to become superintendent for Weldon Cotton Manufacturing Company, Weldon, N. C.

Plunkett from Bibb Mills at Macon, Ga., has accepted position as superintendent of Ensign Cotton Mill at Forsyth, Ga., succeeding R. C. Estes, resigned. He will take charge Monday.

W. P. Lee has been promoted from superintendent of the Pinkney Mills to general superintendent of the Pinkney, Rankin and Ridge Mills at Gastonia. The new Rankin Mill will begin operation in about six weeks.

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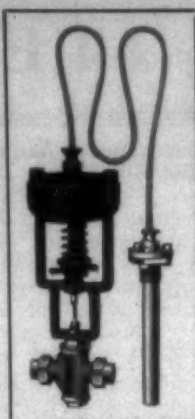
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MILL NEWS ITEMS OF INTEREST

Decatur, Ala.—The Decatur Hosiery Mill is adding 24 new machines.

Selma, Ala.—Rabel Manufacturing Company is adding 2,000 spindles.

Summerville, Ga.—The Summerville Cotton Mills will increase capital by \$90,000 to improve plant.

Cordova, Ala.—The Indian Head Mills, Cordova, Ala., have retained E. S. Draper to report on village developments.

Newberry, S. C.—A number of new houses are soon to be built in the Mollohon Manufacturing Company's village.

Concord, N. C.—Nine new cottages are being added to the village of the Brown Manufacturing Company. They will be equipped with all modern conveniences.

Greenville, S. C.—The Vardry Mills have been granted charter with capital stock of \$100,000. Yarns will be manufactured. Petitioners for the charter were Clifton Corley, W. A. DuPree, L. Gentry and E. W. Allen.

Roanoke Rapids, N. C.—Rosemary Manufacturing Company, Roanoke Rapids, N. C., have retained E. S. Draper, landscape architect and city planner, Charlotte, N. C., and New York city, to prepare plans for park development and beautification of the Rosemary village.

Laurinburg, N. C.—Prince Cotton Mills Co., recently organized with J. L. McNair as president, has determined final plans for its mill in accordance with designs of R. C. Bibberstein, Charlotte, N. C., who is engineer-architect. The building will be 458x158 feet, of concrete and brick construction, equipped with 12,000 spindles driven by electric power.

Gastonia, N. C.—Machinery is rapidly being installed in the new Rankin Mill here which will begin operation in about six weeks. The mill will be equipped with 6,000 spindles electrically driven and will manufacture combed yarns. R. G. Rankin is president; Henry Rankin, treasurer; W. H. Adams, secretary, and W. P. Lee, superintendent.

Atlantic Dyestuff Company Increases Sales Force.

Recent additions to the sales force of the Atlantic Dyestuff Company include Mr. Alexander Walker, son of Mr. R. J. Walker, district manager of the Atlantic Company's office in Charlotte; and Mr. Lloyd R. Leaver, son of Mr. B. T. Leaver, district manager of the Atlantic Company's Philadelphia office.

Mr. Walker will spend several months studying the colors of the Atlantic Company in its New York laboratory, while Mr. Leaver becomes active immediately in the Philadelphia territory.

Consolidated Corporation to Acquire Textile Mills.

It was announced on Saturday that prominent New York banking and textile interests have organized a large corporation planned to acquire, manage and finance textile mills and to direct the merchandising of the products of the mills secured.

The announcement, giving a bare outline of the plans, was as follows:

The Consolidated Textile Corporation, with an authorized capital of one million shares of no par value, has been organized in Delaware by prominent New York banking and textile interests to acquire textile mills throughout the country.

The corporation is to acquire immediately the properties and business of the Pilot Cotton Mills Co., of Raleigh, N. C.; James N. Williamson & Sons Co., of Burlington, N. C., owners of the Ossipee and Hopedale Mills, and the Ella Manufacturing Co., of Shelby, N. C.

These mills have been profitably operated over a period of twenty years and produce the well known "Pilot" chambrays, "North State" flannels and "Ella" print cloths, favorably known throughout this country and abroad.

To acquire these properties the corporation is now issuing 110,000 shares, a portion of which will be offered for public subscription by Allan A. Ryan & Co., of New York

and Hambleton & Co. of New York and Baltimore.

Many economies of operation will be effected by this consolidation and the business will be extended along conservative lines as the best interest of the new corporation may dictate.

Included among its directors will be Frederick K. Rupprecht, president of Converse & Company, who will act as president of the new concern; E. V. R. Thayer, president of the Chase National Bank of New York; Allan A. Ryan of New York and T. Edw. Hambleton of Baltimore.

The mills above referred to are already represented by Converse & Company and it is proposed to add more as opportunity occurs. It is intended to seek the smaller units of production that have a distinct merchandising individuality and to retain the personal management that is so essential in operating mills in various widely separated centers.

Through the financial and merchandising control of these plants it is expected that many economies can be effected, and it will be possible to develop through them an export field that cannot be kept intact when central mercantile action of a firm character is unobtainable.

The plan was underwritten some time ago and it is reported that within a very short time the organization will have a capital in excess of \$25,000,000, representing many in-

terests ready to be consolidated when all plans are formulated.

While nothing is officially intimated concerning the acquiring of other than cotton mills, it seems quite probable that as the plans extend any sort of textile mills that can be handled well in the same mercantile agency will be secured.

It has been contended for some time in New York dry goods mercantile centers that more direct control of production was essential in the development of foreign trade and in the elimination of many vexatious difficulties in handling goods of different mills for the home trade. Some dry goods houses have either been buying the mills they represent or inducing and aiding their manufacturers to buy the control in them. The tendency toward very large aggregations of mills in single agencies has been noted for some time, but the financial opportunities in such a policy have been kept within a small radius.

New Cotton Report Demanded By Brynes.

Washington, Oct. 11.—Complaints of officials of the American Cotton Association questioning the accuracy of the last government report on the cotton crop today found legislative expression in Congress. At the request of J. S. Wannabaker of St. Matthews, S. C., president of the association, Representative Brynes, of South Carolina introduced a resolution directing the Agriculture Department to issue a new crop report by November 2 next, showing the cotton crop conditions as of October 25.

Immediately after introduction of his measure, Mr. Brynes arranged for a hearing by the House agriculture committee Tuesday, at which Southern growers, congressmen and government officials are expected to appear as witnesses.

Mr. Brynes said the complaint of the cotton association officials was that the last report failed to show partial abandonment, which if included would reduce the crop estimate, placed at 10,500,000 bales this year by the Agriculture Department.

Mills Appreciate Work of Y. M. C. A.

A number of cotton mill corporations in South Carolina have signified their intention of contributing liberally to the Y. M. C. A. fund in the campaign to be conducted October 20 to 30. T. B. Latham, State secretary, said.

"The testimony of big business men and of industrial workers everywhere," said Mr. Latham, "is striking in its agreement that the association has fully demonstrated its ability to meet the physical, mental, social and spiritual needs of industrial workers and to promote a finer spirit of human relationships and co-operation. Many concerns are furnishing the entire amount of

E. S. DRAPER CHARLOTTE NORTH CAROLINA LANDSCAPE ARCHITECT AND CITY PLANNER MILL VILLAGE DEVELOPMENT



COURTEOUS, careful attention to your every desire; prompt and accurate delivery of the goods you order; a guarantee on these goods after they are in service, and an interest that follows them throughout the years—this is what we call service, and what we give with our goods.

Charlotte Leather Belting Company

Charlotte, North Carolina

money needed to construct industrial association buildings for the use of their employees when adequate supervision by the State and International committees can be assured.

"South Carolina, with its great and growing industrial population of 250,000 people, is ripe for this organization. There are already 13 organized Y. M. C. A.'s in the State's textile industries alone, but there are at least 70 others needing this organization and supervision. There is also great need of an industrial secretary on the staff of each city association and the development of a State-wide program which will assist the churches in reaching more effectively the industrial workers."

L. P. Hollis, of the department of welfare and social service at the Victor-Monaghan Mills, Greenville, writing of the work of the Y. M. C. A., says:

"We believe that the Y. M. C. A., because of its ideals, its program, experience and organization, is best adapted to meet the needs for welfare work and religious social service in our industrial communities. We are proving our faith by establishing a Y. M. C. A. in each of the eight plants of the Victor-Monaghan Company."

W. M. Sherard, of the Glenn-Lowry Mills at Whitmire, wrote:

"Our people are seemingly very much interested in the Y. M. C. A. and we believe it is going to be a great factor in making us a better satisfied set of employees. We believe the general policy of the Y. M. C. A. for this kind of work is the most satisfactory one and we intend to support the work to the fullest extent."

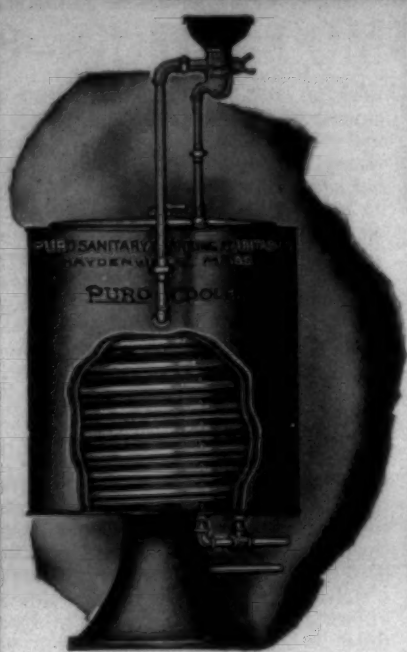
The best you can get is probably better than you desire.

Screw Machine Products

for Textile Mills and allied Industries. We make Special Shaped turnings in steel or brass.

Send samples or Blue Prints for quotations. Please state quantities ordered.

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Woonsocket, Rhode Island



Southern Agent
E. S. PLAYER, Greenville, S. C.

The late ex-President
Roosevelts' motto was
Be Prepared!

Anticipate your warm weather requirements and order

Puro Coolers

NOW

DON'T DELAY.

40 Feet Coil Pipe—

Cover with locking device and rubber washer, making an air tight Tank—equipped with Puro Sanitary Drinking Fountain

Puro Sanitary Drinking Fountain Co.

Haydenville, Mass.

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ATLANTA, GA.

C. B. BIDWELL, C. P. A., RESIDENT VICE PRESIDENT



THE "NO-WASTE" ROVING CAN

Made of Seamless Hard Fibre

Prevents Your Waste and Broken Ends

The "NO-WASTE" Seamless Roving cans have a reputation for quality and smoothness wherever roving cans are used. Practical experience has taught mill men in all sections of the country that ultimate economy can be achieved only with an equipment of "NO-WASTE" Seamless cans.

STANDARD FIBRE CO.

25 Miller Street

Somerville, Mass.

Philadelphia Man Has System Reducing Weevil Losses.

Decreasing the cost of cotton production by one-third, reducing to a minimum the loss through boll weevil ravages and early frost, and increasing the quality of the cotton thus produced are among the claims made for the Spence Harvey system of harvesting green cotton bolls, and by a special process mechanically maturing the bolls and separating the cotton from them.

Mr. Harvey, a Philadelphia lawyer, who has been experimenting and working with chemists and engineers for years on harvesting green cotton bolls and then separating the cotton from the bolls, has organized the Standard Cotton Co. of America, with offices in the Real Estate Trust Building, Philadelphia, by which company his most recent tests were conducted at an experimental plant in Memphis, Tenn. A quantity of green cotton bolls were picked in Mississippi early in August and shipped to Memphis where, it is said, in one hour after being received at the Harvey plant, fully opened, silky, clean cotton was being produced. The cotton was turned over to the gin. It was declared high grade and easily handled. Other bales were produced and part have been sent to Massachusetts mills, where the cotton is now being spun into yarns and fabricated into cloth of different grades for testing purposes.

SYDNOR PUMP & WELL CO.

Richmond, Va.
Supplying Cotton Mills with Water for 30 Years

RIGHT HAND

DAVID BROWN CO.
Successors to
WELD BOBBIN AND SPOOL COMPANY
LAWRENCE, MASS., U.S.A.
MANUFACTURERS OF HIGH GRADE

Bobbins, Spools, & Shuttles

For Cotton, Woolen, Silk, Knitting and Carpet Mills

We make a specialty of
Hand Threading and Woolen Shuttles, Enamelled Bobbins and all kinds of Bobbins and Spools with Brass or Tin Re-inforcements.

LEFT HAND

Write for quotations.

THE CHOICE OF A HUMIDIFYING SYSTEM

must be one that for simplicity with great capacity and economy in maintenance produces uniformly such conditions that may be determined for the different requirements of the work. In the American Moistening Company's method of humidifying, all such requirements are GUARANTEED.

Our COMINS SECTIONAL HUMIDIFIERS
Our FAN TYPE and HIGH DUTY HUMIDIFIERS
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Our ATOMIZERS or COMPRESSED AIR SYSTEM
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Our CONDITIONING ROOM EQUIPMENT
Our AUTOMATIC HUMIDITY CONTROL (Can be applied to systems already installed)
Our AUTOMATIC TEMPERATURE CONTROL
Are all STANDARDS of MODERN TEXTILE MILL EQUIPMENTS

AMERICAN MOISTENING COMPANY

BOSTON, MASS.

FRANK E. COMINS, Vice-Pres. & Treas.

WILLIAM FIRTH, President

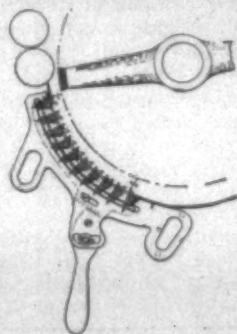
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TAPE DRIVES

OUR TAPES ARE ENDORSED BY MACHINERY EXPERTS. They know their quality and they know their scientific structure. Exhaustive trials by practically all machinery makers have demonstrated that they have no superior.

Write us.

Barber Manufacturing Co., Lowell, Mass.
SPINNING TAPE SPECIALISTS



Less Waste — Cleaner Yarns

Atherton Adjustable Pin Grids

most manufacturers are adopting, knowing that they will pay for themselves in a short time in the saving of good stock, at high price of COTTON today.

Atherton Pin Grid Bar Company
GREENVILLE, S. C. PROVIDENCE, R. I.

B. & L. Bleachers Bluings

SHADE TO SUIT

Manufactured by

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CAROLINA SIZING & CHEMICAL COMPANY

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Manufacturers of O. K. PRODUCTS

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SOLUBLE OILS

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PLUMBING CONTRACTORS

MILL WORK A SPECIALTY

Equipped to handle any kind of plumbing job in plant or village. Can furnish estimates on short notice. Full line plumbers' supplies.

The J. J. BREEN Co.

Plumbing and Heating Contractors

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CHARLOTTE, N. C.

There's a Felton Brush for Every Use in The Mill



We refill Spiral top flat cylinder brushes and can give prompt service



D. D. FELTON BRUSH CO.

S. A. FELTON & SON CO.,
Manchester, N. H.

ATLANTA, GA.

Callaway Gives Secret of Industrial Peace.

(Continued From Page 14.)

that an educated man was like a cow—and I wish to say here that I use a cow often for my illustrations. (Laughter.) With my own cows, I get good blooded stock, because they do not eat any more than scrubs. I give them a nice house, curry them and then rub them on the nose before milking, and they give four gallons of cream. (Laughter.) And a cow is better off for giving four gallons, than letting her get in somebody's blueberry patch, getting full of ticks, and only giving a pint of milk.

"So I say if we educate children, they will be more efficient and better citizens and make more for themselves and have more left for a rainy day, and I wish to say that that old man who objected, came back and said that I was right.

"The next thing we started was a kindergarten school for children three to six years of age. Well, he kicked at that, but I want to tell you that that is about the smartest age of children anyhow. You all have observed that, if you like children, and if you do not you should not live. We had exhibitions for them like maypole affairs, and I got the old fellow, this constitutional objector down there, and I want to tell you that his heart broke right out and he said, 'You are right.'

Hospital System.

"So, we got them started that way with a good foundation. The next thing we started on was a hospital to care for the health of the people. It is, I assure you, a perfectly practicable thing. Before we got the hospital, these people, who came out of the mountains—good Anglo-Saxons, the best people in the world, who had spent their lives in the mountains for centuries and have not been polluted by living in cities like you men have (laughter)—well, anyhow, before that, these people had no idea of hygiene or science of caring for their health, or anything like that. They had been used to going rabbit hunting, living 15 or 20 in a house and having big families, unless, perchance, the chimney fell down and killed them off—and making mad moonshine liquor. The fact of the matter was they could not haul enough corn to town to feed the calf, but if they could make it into liquor, and make a little money out of it, that was a perfectly natural thing for them to do.

"I think a great many things are different from what they were 10 years ago, and they will be different still five or ten years from now, and a man who is not enterprising and lacks initiative will miss all these things; and, therefore, I am uneasy, for fear that perhaps some of us have not awakened to the true conditions, and the necessity for getting together.

"My greatest interest in this conference is a selfish interest, after all; we may not all admit that, but each of us has a selfish reason for being here, and we might as well tell the truth about it, but we ought to work with that idea of individualism—to work on the individual person, and to work for their individual effi-

ciency and then divide with them what they get. I believe there is a big opportunity for us, gentlemen.

Capital and Labor Have Advantage.

"Now, another thing, a lot of my clients among this 70 or 75 per cent of the people in this country—as Bob Taylor said, representing America as a cow—you know, a cow is my favorite—that the south end of the cow, which has the bag that is milked, is owned by capital and labor, and the 60 or 70 per cent of the common people own the north or head end of the cow, and every now and then capital and labor will holler and say, 'hurry up and put in a little more hay.' That is our job. (Laughter.)

"Now, if you gentlemen do not settle this thing as it should be settled, you will find that these people will rise as they have done before. They will do it without any fuss, and it will be a bloodless uprising, but they will turn things over and take charge of the country and give you the head of the cow, and you will have to get up the hay, and I do not believe that either one of you wants to take that chance.

Optimistic About Results.

"I believe we have a big opportunity here, gentlemen. I think we are going to make a success of it. I do not think we can do anything else. The truth of the business is that if all of you will do your part, you are bound to make a success of it, and if you do not, and all of you go away, I think I will stay here and make a success of it myself.

"I will invite everybody here to come there singly or en masse any day they want to, and we will be glad to show them how we run a little country town. There are no secrets about it. Anybody who can give us a god suggestion, we will take it. Mrs. Conboy has promised to come. We will pay premiums for suggestions.

"I am obliged to you." (Applause.)

Mossberg Pressed Steel Corporation Organized.

The Mossberg Pressed Steel Corporation, recently organized with factory and officers at the Attleboro, Mass., will specialize in the manufacture of pressed steel loom beam heads, section beam heads, adjustable loom beam heads, narrow fabric beams, jack or dresser spools and drop wires for the textile industry. The company will also endeavor to develop, with the aid of the mill men, new ideas for the improvement of textile machinery, along the lines of replacing cast-iron parts which are constantly breaking by pressed steel.

The officers of the corporation are: Frank Mossberg, president; C. A. VanderPyl, treasurer; A. A. Underwood, secretary and sales manager. These men were all formerly connected with the Frank Mossberg Company of this city.

It is easy to get rich after you have the first million.

Wanted.

Job as engineer or machinist or both. 12 years experience. Address N. O., care Southern Textile Bulletin.

TALLOW—OILS—GUMS—COMPOUNDS**ALSO HOSIERY FINISHING
AND BLEACHINGS****TEXTOL, A new product especially for Print Cloths. A complete warp size, requires no addition of tallow**

Tallow, Soluble Grease, Soluble Oils, Gums, Glues, Gum Arabol, Lancashire Size, Waxes, Finishing Pastes, Soaps, Glycerine, Ready-made eavy Size, Sago and Tapioca Flours, Dextrines, China Clay, Soluble Blue Bone Grease, Bleachers' Blue.

SPECIAL COMPOUNDS FOR WARPS, WHERE STOP MOTIONS ARE USED.

WEIGHTING COMPOUNDS FOR COLORED AND WHITE WARPS.

FINISHING COMPOUNDS FOR ALL CLASSES OF FABRICS.

The Arabol best grades of cotton warp sizing compounds make the "finest weaving and will hold the fly."

These compounds are based on the best practical experience and the best materials used in their manufacture.

The Arabol Manufacturing Co.



Factories: Brooklyn, N. Y.

R. P. GIBSON, South Carolina Agent, Greenville, S. C.

Offices: 100 William Street, New York.

Southern Agent: Cameron MacRae, Concord, N. C.

GUY L. MELCHOR, Ga., Ala. and Tenn. Agent, Atlanta, Ga.

World Cotton Conference.

(Continued from page 11.)

strength and energy since the War Between the States.

Giorgio Mylius, of Milan, one of Italy's largest cotton spinners and representative of the Italian government, declared it was imperative that American cotton be better baled and conditioned for export.

"Cotton is now selling to the spinner at approximately \$1 per pound in Italy," he said, "and some manufacturers are seriously considering the advisability of trying out some of the German substitutes. These substitutes have reached a high state of perfection, especially in appearance, but the wearing qualities are open to question. The big premiums being made in cotton should go to the grower instead of the speculator."

Importation of Polish laborers for use in the cotton fields of the United States to relieve the labor shortage during the picking season was proposed at a meeting of the committee on growing of cotton, seed selection, methods of cultivation and picking, of the world cotton conference. The

proposal was made at an executive session of the committee by Dr. Jose Joaquin da Silva Amado, who stated he spoke for an unofficial representative of Polish labor interests.

Woolworth Sells Hosiery at 10 Cents a Leg Now.

The rumored change in the method of selling hosiery has taken place. In a window display in one of the Woolworth 5c and 10c stores recently hosiery for the whole family was offered at 10c a leg or 20c a pair. The display included men's, women's and children's cotton hosiery at this price. Mention was made that other lines at 10c a pair were to be found in the hosiery department.

This change has been rumored in the hosiery trade for some time, a year or two ago, in fact, it was brought up but the founder of the Woolworth stores did not want to make what he felt would be an unwise change. Conditions, however, have materially changed and the growing difficulty of obtaining suitable merchandise to retail at 10c a pair has all but forced a change.

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Established 1838

FOR—

Stocking Welting
Toe Closing
Mock Seaming

Maximum Production
Minimum Cost of Upkeep
Unexcelled Quality of Work

THE MERROW MACHINE COMPANY

20 Laurel Street, Hartford, Conn.

THOSE STEEL ROLLS

ARE THEY GIVING YOU TROUBLE IN ANY WAY? THEN LET
US OVERCOME THOSE TROUBLES.

We will re-neck, re-flute, stone, polish, hone, etc., and put in first-class condition.

We are now in position to Make Prompt Deliveries
Satisfaction Guaranteed.

SOUTHERN SPINDLE & FLYER CO., Inc. Charlotte, N. C.

Manufacturers, Overhaulers and Repairers of

COTTON MILL MACHINERY

W. H. Monty, Pres. and Treas.

W. H. Hutchins, V.-Pres and Sect'y

NATIONAL GUM & MICA CO.

910-11 COMMERCIAL BANK BLDG.

MIKAH TALLOW

SWISS GUM

COMBINATION B



CHARLOTTE, N. C.

W. M. FAILOR, Manager

Factory and Works:

59th St. and 11 Avenue, New York City

Ashworth Brothers, Inc.**Tempered and Side Ground Card Clothing**

Tops Reclothed

Lickerins Rewound

Cotton Mill Machinery Repaired

12 to 18 West Fourth St., Charlotte, N. C.

240 River Street, Greenville, S. C.

127 Central Avenue, Atlanta, Ga.

Factory Town or Factory Town

What is your factory doing to keep strangers from saying "factory town" as though that one adjective told the whole story?

Flowering shrubs, shade trees, and lawn of thick sod can make any factory or mill as happy in its surroundings as any house with greater pleasure to the community at large. Ask us about it—we can plan and plant for you, or we can work with a landscape architect if you prefer it. You'll never regret the step.

J. VAN LINDLEY NURSERY CO., Pomona, N. C.



Starch

Eagle Finishing

The experience of critical operators has shown that popular brand to be the most efficient sizing agent both for additional **WEIGHT** and increased **STRENGTH** of warp. Penetration accomplishes these important results.

EAGLE FINISHING is specially manufactured to cover a wide range of fluidities to meet the needs of all classes of weaves.

EAGLE FINISHING penetrates.

Corn Products Refining Co.
NEW YORK

Southern Office: GREENVILLE, S. C.

Starch

Why We Should Draw the Color Line at German Dyes.

From the New York Tribune and Reprinted in September Issue of Dyestuffs.)

"What a lovely color!" said Mrs. Gramercy Park to Mrs. Stuyvesant Square, surveying the latter's new gown as they sat side by side in a Fifth Avenue bus.

"I'm glad that you like it," replied Mrs. Stuyvesant Square. "I only wish that it would stay this color, but it's sure to fade. You know, they don't guarantee the American dyes."

"Dreadful, isn't it?" sympathized Mrs. Gramercy Park. "But we shan't have to bear it much longer. We have reopened trade with Germany and we shall soon have the good, old fast German colors again."

For shame, Mrs. Gramercy Park and Mrs. Stuyvesant Square! Such views are nothing short of treasonable. To be sure, you are merely repeating what you have heard again and again from shopkeepers and salespeople, as well as your own friends, but you must realize that remarks like these serve as excellent German propaganda, and the amount of harm they do is incalculable.

As for the assertion that we shall soon be using "the good, old, fast German colors again," I am not so sure about that, for a tremendous pressure is being brought to bear at the present moment to keep said colors out of our market. Why, do you ask? Because the American dyes that are being manufactured today right here in this country from coal tar produced on our own premises are just exactly as good in color and durability as any that are "made in Germany."

The making of dyestuffs is a brand new industry in this country, and one of which the Germans are extremely jealous, for up to five years ago Germany furnished four-fifths of the dyestuffs of the world. They have therefore turned loose all the vials of their insidious propaganda to kill, if possible, the American dye trade.

Former Ambassador Gerard is responsible for the statement that whatever happened Germany would never relinquish her supremacy in two industries—her shipping and her dyestuffs. We all know what happened to her shipping; now let us see what we can do about the dyes.

You remember the hue and cry that went up from our manufacturers when the British blockade first made trade with Germany impossible, so that they could no longer procure the German dyes, and you remember how the Deutschland, at her peril, ran that blockade with a cargo of dyestuffs. Those dyes were the last of their kind to be brought into this country. Since then we have developed an enormous industry that makes us independent of Germany, if we wish, for all time to come.

The Germans weren't a bit worried at first over our "attempt" to manufacture dyestuffs. In the first place they said we couldn't make the "intermediates" from which the dyes are produced. Our chemists set to work and toiled night and day

until they produced these.

"All very well," said Germany, "but they can't make dyes without potash, and we control all the potash in the world, except that in their own country, which is being used by the government."

"Watch us," replied the American chemists, and they began to gather in the kelp from the Pacific coast, from which they obtained all the potash they needed.

And even then Germany was not afraid, for the secrets of the production of fast colors were still hers, and she couldn't believe that our chemists had the skill to discover them; but, mark you, in two years our American chemists have succeeded in producing the self-same colors which it took the Germans thirty years to produce.

Therefore, let me beg of you, Mrs. Gramercy Park and Mrs. Stuyvesant Square and all the other skeptical females of the country, not to speak disparagingly of American dyes, for every time that you do this you are helping to crush out one of the greatest industries that the war has brought forth. You are helping to take \$25,000,000 a year out of this country and put it into the pockets of the Huns; you are helping to kill an industry which represents a total investment of \$450,000. Has Germany treated you and yours so well that she deserves this reward?

You have been decrying American dyes (through ignorance and misapprehension, to be sure, fostered continuously and insidiously by German agents), but now your eyes are opened. Now is the time to go to the other extreme and insist on having only those goods which are dyed with colors of American manufacture.

We have the testimony of the greatest textile manufacturers of the country that the American dyes are absolutely as good as those made in Germany. I saw a letter the other day written by the president of one of the largest woolen mills in this country, in which he stated that the American woolen dyes were perfectly satisfactory, and in the several months which he had been using them he had not received a single complaint from his customers.

If you have followed the reports of the hearing which has been going on for some time in Washington before the House Committee on Ways and Means for the purpose of obtaining legislation which will protect our dye industry, you do not need to be reminded that the men who have been called upon to give their testimony—the greatest experts and textile men in the country—have been unanimous in their praise of American dyes.

American dyes unfortunately "got a black eye," so to speak, in the very beginning of things, when the work was in the experimental stage and the results reached by the chemists were not always satisfactory. The goods dyed with some of the colors made in the beginning did fade, and they did come home from the laundry streaked and spotted. Mistakes were bound to occur at first, but as a matter of fact at least half of the trouble which was laid to American dyes was not caused by them at all.

The truth is that at the beginning of the blockade the consumers of

dyestuffs in this country had a large stock on hand, the greater part of which lasted until the first American dyes were put on the market. There were a few colors, however, which ran out, and when a manufacturer called for these colors and found that there were none, having orders to fill, he accepted substitutes which were never intended for the use to which he put them. For instance, a cotton dye was substituted for one of the same color intended for woolens. Of course, the result was nearly always disastrous, and to save himself the manufacturer joyfully adopted the excuse, "American dyes," which covered a multitude of sins.

There was one case of a firm which manufactured casket cloth and which had on hand a large amount of dyes used for this purpose, which they sold at an enormous profit to a stockin manufacturer. This was a special black dye, made in Germany for the particular purpose of dyeing casket cloth, which would never be exposed to the light. The stockings dyed with this were a wonderful black and sold very readily, but the color rubbed off at the first wearing and one washing turned them a dingy olive green.

"We cannot guarantee American dyes" was the reply given to each complainant, and the salespeople who made this excuse were quite innocent of any deception.

But this is all past history. Our American chemists today are making nearly all the colors which were formerly imported from Germany, and inside of a year they will have completed the list. This is a great triumph, which has been accomplished by unremitting toil—the chemists in the great laboratories have worked in two shifts night and day—and at an enormous expense. Just as an example of the cost of making only one color, let us cite the case of the latest important color to be put on the market, known to the dye trade as "Alizarine Sapphire," a fast blue for woolen materials. After months and months of experimenting the National Aniline and Chemical Company has produced this color at an expenditure of \$845,000. Good American dollars used to perfect a good American industry, and it is up to the good American women to see that it does not go for naught. Bear this in mind when you buy your new fall suit; you need no longer be afraid of mauves or blues or purples or taupes. Goods in these colors will not fade a bit more than those which you bought in pre-war days and which were dyed with the famous German fast colors.

The only colors of which you need still be a bit wary are some in cotton goods which will have to stand the test of laundering. It is on these "vat dyes" (is their technical name) that the chemists are concentrating their efforts just at present.

All sorts of efforts are being made through legislation to protect the American dye industry. Representative Nicholas Longworth has a bill now before Congress which aims to raise the tariff on imported dyes, and vigorous endeavors are being made to license for a stated time

the sale of certain dyes which which as yet have not been perfected in this country. A commission consisting of five manufacturers of dyestuffs, five consumers and several government experts is at present at work checking up the amount of dyes which it is necessary to import until such time as our chemists shall have completed their list of colors. The plan is to import only the amount of these which is absolutely required, and after we have produced the same colors in our own laboratories to shut out all those of German make.

Public sentiment is a powerful factor in any cause, and in the case of the dye situation it is the women of the country who are in a position to sway this in the way that it should go, for it is the women who purchase the great bulk of the merchandise which is being dyed with the new American dyestuffs. They are the missionaries who can spread the gospel of the American dye.

A real campaign is being carried on among the salespeople in our department stores by those who are interested in furthering this cause. Meetings are held at which the dye situation is explained by experts from the big chemical companies, and the salespeople are shown the error of their ways and the disastrous effects of decrying goods dyed with American colors. One of the oldest and most conservative of our department stores recently opened its doors for demonstration purposes, for the first time in its history, to an exhibition of American dyes, and another big Fifth Avenue shop wishowed a window filled with silks in the most gorgeous colorings, with a sign bearing the legend, "Dyed with American dyes." Little warned the would-be purchaser that "On account of the war we do by little, too, the placard which not guarantee these goods" is disappearing from our shops.

Samuel Hopkins Adams, writing on the dye situation, says: "American women can quickly put an end to this propaganda if they will on their shopping trips emphatically protest against these unpartisan placards and insist on having products dyed with American dyes instead of with dyes from the same German factories which have been making high explosives and poison gas to kill American soldiers."

The khaki and the navy blue in which our boys went to war were the first cloths to be dyed with our own American dyes (and both—the boys and the colors—were warranted not to run); the American flag, that waves undimmed in storm or sunshine, is dyed with colors "made in America." If American colors are good enough for such usage, surely they are good enough for you and me.

A man grows hoarse saying, "That's good." A woman grows hoarse saying, "Don't do that."

Raw Stock Dyers
Sanders Smith & Co.
Charlotte, N. C.

Cotton Mills

Mill Stocks

HUNTER MACHINERY CO.

J. W. OULTS, Marion, N. C.
SECOND HAND TEXTILE and POWER MACHINERY
Write us your needs. Let us sell what you don't need.

MICHAEL & BIVENS, INC.

ELECTRICAL ENGINEERS AND CONTRACTORS

Mill Wiring and Armature Winding

Phone 133

GASTONIA, N. C.

All Wool Roller, Slasher and Clearer Cloths**F. C. HITCHCOCK CO.**

48 & 50 Pearl St.

BOSTON, MASS.

F. B. CROWELL, Greenville, S. C., Southern Agent

DON'T THROW IT AWAY—HAVE IT REPAIRED

Expert Welding and Cutting by the Oxweld System.
Competent men in charge. All work guaranteed.

R. HOPE BRISON & CO.,**GASTONIA, N. C.****Linker Troubles,****Electrical Stop Motion Troubles****All Kinds of Warper Troubles**

Taken care of by Experts

Cocker Machine and Foundry Company**Gastonia, N. C.**

Builders of Warpings, Linkers, Ballers, Reels, Etc.

St. Onge Adjustable Grid Bar

Removes 25% more dirt without loss of stock
Plain bars or pin bars furnished

BROWN-ST. ONGE COMPANY

Providence, R. I.

A. ST. ONGE, President

Charlotte, N. C.

JACKSONVILLE CHEMICAL MFG. COMPANY

JACKSONVILLE, FLA.

MANUFACTURERS

SULPHUR DYES DIRECT

SPECIAL OFFERS:

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SULPHUR BLUE

BEST QUALITY



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	Bid.	Asked
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Alice Mills	225	—
American Spinning Co.....	255	—
Anderson Cotton Mills, com.	98	101
Anderson Cotton Mills, pfd...	100	—
Aragon Mills	150	—
Arcade Mills	115	—
Arcadia Mills	260	—
Arkwright Mills	200	—
Augusta Factory, Ga.....	—	50
Avondale Mills, Ala.....	250	300
Beaumont Mfg. Co.....	250	—
Belton Cotton Mills.....	200	210
Brogan Mills	194	—
Brandon Mills	140	—
Calhoun Mills, com.....	100	—
Calhoun Mills, preferred.....	300	—
Chesnee Mills	150	—
Chiquola Mills, com.....	90	—
Chiquola Mills, pfd.....	225	235
Clifton Mfg. Co.....	210	225
Clinton Cotton Mills.....	183	185
Courtenay Mfg. Co.....	175	185
Columbus Mfg. Co., Ga.....	130	—
D. E. Converse Co.....	125	—
Dallas Mfg. Co., Ala.....	125	—
Darlington Mfg. Co.....	200	—
Dacotah Mills, N. C.....	120	122
Drayton Mills	122	125
Dunbar Mills, com.....	97	100
Dunbar Mills, pfd.....	135	—
Eagle & Phenix Mills, Ga.....	210	—
Easley Cotton Mills.....	110	—
Enoree Mills	82	—
Enterprise Mfg. Co., Ga.....	265	—
Exposition Cotton Mills, a.g.	151	160
Gaffney Mfg. Co.....	145	150
Gainesville C. Mills, Ga., com.	205	—
Glenn-Lowry Mfg. Co.....	120	—
Glenn-Lowry Mfg. Co., pfd...	100	105
Gluck Mills	135	140
Graniteville Mfg. Co.....	125	—
Greenwood Cotton Mills.....	250	—
Grendel Mills	160	—
Grendel Mills, pfd.....	95	100
Hamrick Mills	200	210
Hartsville Cotton Mills.....	275	—
Henrietta Mills, N. C.....	225	—
Inman Mills	165	—
Inman Mills, pfd.....	100	—
Jackson Mills	200	—
Judson Mills	130	—
Judson Mills	170	180
King, John P. Mfg. Co., Ga.....	115	122
Lancaster Cotton Mills.....	250	—
Laurens Cotton Mills.....	175	—
Limestone Cotton Mills.....	205	—
Loray Mills, N. C., com.....	100	—
Loray Mills, N. C., 1st pfd...	145	—
Marion Mfg. Co., N. C.....	200	235
Marlboro Mills	160	175
Mills Mfg. Co.....	175	—
Molokhon Mfg. Co.....	160	—
Monarch Mills	200	—
Newberry Cotton Mills.....	250	—
Ninety Six Mills	150	200
Norris Cotton Mills.....	150	—
Oconee Mills, com.....	130	—
Oconee Mills, pfd.....	—	100
Orr Cotton Mills	197	210
Pacolet Mfg. Co.....	285	290
Pacolet Mfg. Co., pfd.....	101	—
Panola Mills	—	95
Pelzer Mfg. Co.....	240	250
Pickens Cotton Mills.....	300	—
Piedmont Mfg. Co.....	300	315
Poe, F. W. Mfg. Co.....	230	250
Poinsett Mills	135	140
Riverside Mills, com. (par \$12.50)	—	25
Saxon Mills	210	—
Sibley Mfg. Co., Ga.....	82	100
Spartan Mills	260	270
Toxaway Mills, com (par \$25) ..	30	33
Toxaway Mills, pfd.....	125	—
Tucapso Mills	350	—
Union-Buffalo Mills, com.....	18	25
Union-Buffalo Mills, 1st pfd...	127	128
Union-Buffalo Mills, 2d pfd...	56	63
Victor-Monaghan Mills, 1st pfd...	100	102
Victor-Monaghan Co., com.....	164	166
Victor-Monaghan Co., pfd.....	102	103 1/2
Ware Shoals Mfg. Co.....	—	185
Warren Mfg. Co.....	100	—
Warren Mfg. Co., pfd.....	95	—
Watts Mills, com.....	—	66
Watts Mills, 2nd pfd.....	89	95
Watts Mills, 2nd pfd.....	89	—
Whitney Mfg. Co.....	160	175
Williamston Mills	225	250
Woodruff Cotton Mills.....	170	175
Woodside Cotton Mills, com.....	—	200
Woodside Cotton Mills, pfd...	101	102
Woodside Cotton Mills, g't'd	100	—
W. S. Gray Cotton Mills.....	200	—

Clark's Weave Room Calculations

(Continued from Page 17)

ing down to a 14-inch pulley on loom. What is speed of loom if 3% is allowed for belt slippage?

$$\text{ANSWER: } \frac{325 \times 7 \times .97}{14} = 157\frac{1}{2} \text{ picks per minute.}$$

To find speed of shafting, when diameter of driving pulley, diameter of loom pulley, and speed of loom are known:

RULE 66: Multiply speed of loom by diameter of loom pulley; divide product by diameter of driving pulley, and by 1 minus percentage of belt slip.

EXAMPLE: With driving pulley of 7 inches diameter and loom pulley of 14 inches diameter, what would be speed of shafting required to give 157½ picks per minute if belt slip be taken as 3%?

$$\text{ANSWER: } \frac{157.5 \times 14}{7 \times .97} = 325 \text{ r. p. m. of shafting}$$

To find diameter of driving pulley, when speed of shafting, speed of loom, and diameter of loom pulleys are known:

RULE 67: Multiply speed of loom by diameter of loom pulley; divide product by speed of shafting, and by 1 minus percentage of belt slip.

EXAMPLE: Shafting runs 325 r. p. m., and loom has 14-inch pulley. If belt slip be taken as 3%, what is diameter of driving pulley required to give 157½ picks per minute?

$$\text{ANSWER: } \frac{157.5 \times 14}{325 \times .97} = 7 \text{ inches diameter of driving pulley.}$$

To find diameter of loom pulley, when speed of loom, speed of shafting, and diameter of driving pulley are known:

RULE 68: Multiply speed of shafting by diameter of driving pulley, and by 1 minus percentage of belt slip; divide product by speed of loom.

EXAMPLE: Shafting runs at 325 r. p. m. and drives loom from a 7-inch pulley on shaft. Allowing for 3% belt slip, what is diameter of loom pulley required to give 157½ picks per minute?

$$\text{ANSWER: } \frac{325 \times 7 \times .97}{157.5} = 14 \text{ inches diameter of loom pulley.}$$

To find diameter of loom pulley required in changing speed of loom, knowing speed of shafting and diameter of driving pulley:

RULE 69: Multiply present speed of loom by diameter of present loom pulley; divide results by loom speed desired.

EXAMPLE: Loom is being run at 157½ picks per minute with 14-inch loom pulley; what loom pulley would be required to speed loom up to 165 picks per minute?

$$\text{ANSWER: } \frac{157.5 \times 14}{165} = 13.36 \text{ inches diameter loom pulley.}$$

NOTE—Loom pulleys are normally made only in full inch diameters such as 10, 11, 12, 13, 14, 15, or 16 inches and where the above rule does not give an answer very close to the even inch it is necessary to change also some other pulley between the main shaft and the loom. Where a countershaft is employed it is usually preferable to change the pulleys carrying the countershaft belt but any one or all of the four pulleys between the main shaft and the loom may be changed if circumstances warrant.

To find diameters of pulleys required to change speed of loom, knowing present speeds and diameters of pulleys being used:

RULE 70: Divide speed of loom required by present speed of loom to ascertain percentage of

change in speed required. Change one or more pulleys until product of driving pulleys divided by product of driven pulleys is changed to the extent of the percentage of change in loom speed desired.

NOTE—The pulley on main shaft and every alternate pulley in the drive are driving pulleys; the pulley driven by main shaft and every alternate pulley are considered as driven pulleys.

EXAMPLE: Main line shafting runs at 300 r. p. m., using a 30-inch pulley to drive to a 27-inch pulley on countershaft. The countershaft has a 7-inch pulley driving down to a 14-inch pulley on loom. Present speed of loom is about 157 picks per minute. What changes should be made to obtain a loom speed of 165 picks per minute?

ANSWER: The proposed loom speed of 165, divided by the present loom speed of 157½ picks per minute, equals 1.0475, showing that the speed is to be increased by 4¾%. Present arrangement

$$30 \times 7 = 210$$

$$27 \times 14 = 378$$

crease diameter of any one driving pulley by 4¾%, or decrease diameter of any driven pulley by 4¾%, and get a pulley of commercial size, that would be the easiest arrangement. The change in diameter is, however, too small to make that practicable so it is necessary to try various combinations until we strike one where the product of the diameters of the driving pulleys divided by the product of the diameters of the driven pulleys is 4¾% more than that of the result of the present arrangement. In trying to make the change with two new pulleys only we may divide the main shaft pulley diameter (30 inches) times 1.0475 by the diameter of the countershaft receiving pulley (27 inches). This gives 1.162. Dividing a trial number 28 by a trial number 24 we get 1.166, which is very nearly the same, so we may use a 28-inch main shaft pulley and a 24-inch countershaft receiving pulley; in so doing we avoid changing either the countershaft driving pulley or the loom pulley.

$$\text{PROOF: } \frac{300 \times 30 \times 7 \times .94}{27 \times 14} = 156.7 \text{ picks per minute present speed.}$$

$$\frac{300 \times 28 \times 7 \times .94}{24 \times 14} = 164.5 \text{ picks per minute required speed.}$$

To find difference in length of belt required when changing the size of one or both pulleys:

RULE 71: Take the difference between the diameters of the pulleys, present and prospective, and one-half of the difference, and add to present belt length if the change is to pulleys the sum of whose diameters is larger than the sum of the diameters of the present pulleys, or subtract from present belt length if the sum of the diameters of the new pulleys is smaller than the sum of the diameters of the present pulleys.

EXAMPLE 1: A pulley of 14 inches is substituted for a loom pulley of 12 inches. What length should be added to the loom belt?

ANSWER: $14 - 12 = 2$. $2 \times 1\frac{1}{2} = 3$ inches longer belt required.

EXAMPLE 2: A countershaft belt runs on pulleys of 30 and 27 inches diameter, but these are replaced by 28 and 24 inch pulleys. Should the countershaft belt be lengthened or shortened and by how much?

ANSWER: 30 plus 27 equals 57; 28 plus 24 equals 52. The difference is 57 — 52 or 5 inches. $1\frac{1}{2} \times 5 = 7\frac{1}{2}$ inches, which is the amount that needs to be cut out of the belt.

CONTINUED NEXT WEEK

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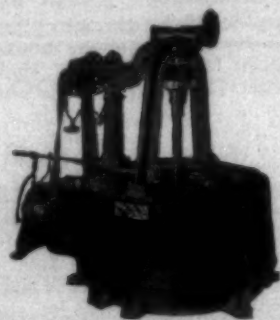
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Trade and Textile Markets in Argentina.

(Continued from page 9.)

his trade to goods manufactured in his own country and proceeding from shippers of the same nationality. It is only in the case of another nation's offering merchandise or advantages that he can not secure in his own country that the importer will place his orders elsewhere. If the future trend of the American textile industry shows that American fabrics are cheaper or better than those of other origin all discussions about obtaining business and establishing trade relations are superfluous, because business will gravitate to the United States of its own weight under such conditions. But everyone will realize that such from either a natural or an individual point of view, and that to depend upon selling much cheaper than anyone else in order to secure trade is not the most satisfactory basis. It is only natural that every manufacturer and every nation should desire to sell at prices as advantageous as possible under competitive conditions, and such being the case, Americans must offer the same conditions and secure the same advantages as other nationalities. For the continuance and extension of United States trade with Argentina it would be most desirable to have some American textile importers in that country, thus placing us on a par with European nations. Any sacrifices made or steps taken by American firms or associations to foster the establishment of such houses would not be too great in comparison with the advantages that could be obtained. The mere presence of two or three houses successfully handling American fabrics would be a sufficient object lesson desirability of increasing their trade with the United States.

German Vat Dyes Now Procurable on Certificates.

Supplies of German vat dyestuffs now can be obtained by holders of War Trade Board certificates of importation through the Textile Alliance, Inc., at prices which have been agreed upon by the Inter-Allied authorities and the German representatives at conferences in Paris, it was announced by the War Trade Board Saturday.

Holders of certificates must forward their certificates and the amount of each dye they want to the textile alliance before October 31, it was stated in the announcement. Dye consumers of the country have been advised of the plan, which is explained in the following letter sent out by the board to all dye consumers:

1. Referring to paragraph seven of our circular letter of October 4, 1919, the War Trade Board section is now able to advise you that the negotiations referred to in said paragraph have resulted in the adoption of a plan under which a substantial portion of the German State Dyes covered by the Vat Dye Certificates issued by the War Trade Board Section on the date above mentioned, may be secured at prices agreed

upon by the Inter-Allied authorities at Paris.

2. The Textile Alliance, Inc., of 45 East 17th street, New York City, has been designated as the sole official agency to administer the provisions of the above mentioned plan and to import and distribute the dyes which will be secured thereunder.

3. Holders of allocation certificates who desire to avail themselves of the provisions of said plan should immediately assign and forward their vat dye certificates to the Textile Alliance, Inc.

4. It is impossible at the present time to state definitely the exact amount of vat dyes which will be immediately available under the above mentioned plan. A determination of the amounts which may be secured by the holders of vat dye certificates cannot be made until the Textile Alliance, Inc., has been advised of the exact quantities desired to be purchased by certificate holders. Accordingly, holders of certificates, when forwarding the same, should advise the Textile Alliance, Inc., of the amounts of vat dyes (not exceeding, however, the amounts allocated to them) which they wish to secure through the Textile Alliance, and authorize the Textile Alliance, Inc., to purchase the same for their account, it being understood that the Textile Alliance, Inc., shall be entitled, in the event it should prove impossible to secure the entire amounts of the various dyes so applied for, to sell and deliver to each certificate holder his pro rata share of the total amount obtainable.

5. All holders of vat dyes certificates who desires to participate in the above mentioned plan must deliver their certificates to, and place their orders through, the Textile Alliance, Inc., as provided in the foregoing paragraphs three and four on or before October 31, 1919.

6. The Textile Alliance, Inc., will be prepared within the next few days to inform certificate holders of the further details of the plan herein described, including the prices of the various vat dyes, the terms of payment, and the time and manner of delivery.

7. The purchase, importation and distribution of all vat dyes acquired under the above-mentioned plan will be effected at cost and without profit to the Textile Alliance, Inc., and, accordingly, it is hereby prescribed as a condition of participation in said plan, that all persons participating therein shall release and hold harmless the Textile Alliance, Inc., and its officers, agents and employees from any and all claims or liability arising in connection with any importations, sales or deliveries of the vat dyes hereinabove referred to.

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Cotton Goods

New York.—Cotton goods markets are broad and active save in the case of certain grades of duck and a few other coarse yarn materials. The breadth of the demand for fine combed yarn goods is astonishing. Many converters who find domestic mills hard to deal with are buying fine voiles and fine lawns abroad, giving preference to goods made from 60s yarns and upward.

The gray goods market was exceedingly active and sales were made well into 1920. Prices were very firm and much business was done at the new figures. Buyers who have been holding off for some time to whom the low prices of a month ago had no appeal whatever, suddenly entered the market. Besides the large sales, many more inquiries were received than have been for some time past. Among print cloths 68x72, 39 inches, 4.75 were in great demand, and sold into May for 24 cents. Sales for December were made at 21½ cents and spots at 21¼ cents.

Prices on standard prints and percales were announced for spring and the volume of business tendered was so large that some of the large printers withdrew after having sold ahead for five months. Standard print prices were unchanged while percales were reduced from the top levels asked a month or two ago.

Many staple cotton goods are hard to get for quick delivery and mills continue to report a light production due to labor conditions. Further wage advances are expected later in the year and manufacturers have provided against this contingency by holding for the highest market values, where late cloth contracts are accepted.

Wide sheetings were placed at value after an advance named on one leading line. Cotton duck rules quiet and bleached cottons are quiet.

The importing of cotton goods is increasing steadily. Imports still have a long way to go before they can balance cotton goods exports. In some quarters the desire to increase foreign trade in cotton goods is growing all the while. In many other places interest in the hard work

of establishing a foreign business on a sound foundation is giving way to the easier going method of selling as close to home as possible and to those who will take what is produced rather than what is wanted. The cotton goods trade as a whole, and this includes manufacturers as well as merchants, shows no special interest in the talk of financing Europe and this indifference will go on just as long as trade holds so remarkably good in this country, in the opinion of those who are trying hard to broaden foreign trade channels.

Price quotations were as follows:

Pr't cloths, 28-in., 64x64s..	12¾
Pr't cloths, 28-in., 64x60s..	12¼
Pr't cloths, 27-in., 64x60s..	11¾
Gray g'ds, 38½-in., 64x60s.18	a18½
Gray g'ds, 39-in., 68x72s..	22
Gray g'ds, 39-in., 80xx80s..27	a27½
Brown sheetings, 3-yard...	25
B'n sheet'gs, 4-yd., 56x60s.19½	a20
B'n sheet'gs, So. stand.....25	a26
Tickings, 8-ounce	45
Denims, 2.20 (Ind.)	22½
Dress gingham	27½ a30
Standard prints	19
Kid finished cambrics.....15	a16

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The Yarn Market

Philadelphia.—The advances re-
ported in the cotton yarn markets
in the past few days have accom-
panied and followed large sales.
Some buyers are contracting well
through February on coarse num-
bers.

Demand continued in about the
same volume throughout the week
and there were a number of cases
in which orders were reported as
having been placed at prices some-
what above the general range, but
the list as a whole remained at yes-
terday's price level. On the other
hand, some selling was done at
prices under those published, ac-
cording to reliable houses, and there
were instances where mills flatly re-
fused to consider taking yarns at
present figures, declaring them to
be too high.

The extent to which selling of
yarns by interests outside the local
market is responsible for this mix-
ing up of quotations, is shown by a
sale of 100,000 pounds of 20s two-
ply Southern warps at 69 cents a
pound, as against a generally ac-
cepted market price of between 72
and 74 cents a pound for these
yarns.

Another house reported booking
100,000 pounds of business in two-
ply combed peeler 60s at \$2.03 a
pound, or two cents a pound under
the inside range published here. The
same firm offered to place orders
for an aggregate of 250,000 pounds of
Southern frame spun carded cone
yarns at 55 cents a pound, whereas
nothing has been heard elsewhere
for this number under 58 cents a
pound, during the last few days, and
numerous sales have been reported
at 59 cents. Sales of 20s two-ply
Southern warps at 70 to 72 cents a
pound were reported by still an-
other yarn house.

Yarn dealers here are continuing
to experience difficulty in promptly
placing business with their spinners.
Orders totaling 1,000,000 pounds of
tire yarns are going begging, it is
stated by one broker, for the rea-

son that the yarn is not to be had.
Demand of this kind has had a lot
to do with raising the price for
yarns of this class.

Although prices are now very
high, there are many spinners who
say the top has not been seen and
will not come for some months yet.
The amazing thing to yarn mer-
chants is that many of their custom-
ers will buy more freely now than
when prices were 10 per cent
cheaper.

Southern Two-Ply Chain Warps, Etc.
6s-10s...58 —60 26s...82 —
12s-14s...61 —30s...90 —92
16s...63 —40s...1.05—1.10
20s...72 —50s...1.20—
24s...80 —

Southern Two-Ply Skeins.
4s-8s...58 —60 36s...95 —
10s-12s...61 —62 40s...1.05—1.10
14s...63 —50s...1.20—
16s...63 —60s...1.35—
18s...63 —60s...1.35—
20s...70 —Upholstery
24s...80 —Yarns—
26s...82 —8s, 3 and
30s...90 —4-ply...50 —51

Duck Yarn.
Duck Yarn—3, 4 and 5-ply Skeins
8s...60 —16s...64 —65
10s...62 —20s...73 —
12s...62 —63

Southern Single Chain Warps
6s-12s...59 —24s...73 —
14s...60 —26s...75 —
16s...61 —30s...82 —
20s...67 —40s...95 —
22s...70 —

Southern Single Skeins
5s-8s...57 —20s...69 —
10s...58 —22s...70 —
12s...59 —24s...72 —
14s...59 —26s...73 —
16s...60 —30s...80 —

Southern Frame Cones
8s...56 —20s...60 —61
10s...56 —60 22s...61 —62
12s...56 —60 24s...66 —
14s...57 —60 26s...67 —
16s...58 —60 30s...64—65
18s...60 —30s extra.71 —

Combed Peeler Cones
22s...88 —40s...1.15—
24s...90 —

Eastern Carded Peeler Skeins and
10s...80 —26s...92 —
12s...81 —28s...95 —
14s...82 —30s...1.05—
16s...83 1/2 —32s...1.08—
18s...85 —34s...1.11—
20s...86 1/2 —36s...1.13—

Warps.
20s...93 —30s...1.02—
22s...94 —40s...1.22—
24s...95 —45s...1.35—
26s...98 —

Eastern Carded Cones
10s...62 —22s...68 —
12s...63 —26s...72 —
14s...64 —28s...74 —
16s...65 —30s...77 —
20s...66 —40s...98 —

Fayetteville Machine and Welding Co.

Oxy-Acetylene and Electric
Welding Processes

P. O. BOX 235

FAYETTEVILLE, N. C.

Egyptian Shade on Knit Goods

By using our color you secure a uniform, exact match
for straight Egyptian, a shade that is even and
fast to all requirements of the trade

John P. Marston Company

247 Atlantic Ave., Boston, Mass.

Want Department

If you are needing men for any position or have second hand machinery, etc., to sell the want columns of the *Southern Textile Bulletin* affords the best medium for advertising the fact.

Machinery for Sale.

14 Saco-Pettee 10-inch Coiler Heads. Good as new. Address S. P., care Southern Textile Bulletin.

Brinton Ribber for Sale.

One new latest type Brinton Ribber with stop motion, 3% cylinder, 180 needles, 24 and 33 gauge. This machine ran only thirty minutes, and is the best the Brinton people can put out. Price \$150.00. Gambrill & Melville Mills Co., Bessemer City, N. C.

Bobbins Wanted.

Want ten thousand warp bobbins, to fit No. 4 Draper spindle, 7-inch traverse. Send us sample showing an average condition of the bobbins, and prices per 1,000. Demopolis Cotton Mills, Shortleaf, Ala.

Bobbins for Sale.

A bargain—10,000 speeder bobbins for 6x3½ frames. We formerly used the Howard and Bultough machines; have sold them; have no further use for the bobbins. Will sell for half-price. These bobbins are in good condition, several hundred new. L. H. Gilmer Co., Millen, Ga.

FOR SALE

12,000 Speeder Bobbins for 7" x 3 1-2" Frame

HAL M. WALTON

Morganton, N. C.

Poor Tempering Does It } Makes broken travelers and cut threads.

U.S. RING TRAVELERS ARE Amos M. Bowen
U.S. UNIFORMLY TEMPERED Treasurer
Providence, R. I.

WILLIAM P. VAUGHAN, Southern Representative, P. O. Box 792 Greenville, S. C.

Generator, Boiler and Engine Wanted

Will need a 250 to 350 K. W., 60 Cycle, 3 Phase, 550 or 2300 Volt Generator, Steam Transmission or Steam Direct.

200 to 300 H. P. Corliss Engine.

150 to 175 H. P. Boiler.

Address "Motive Power," care Southern Textile Bulletin

FOR SALE

One Cast Iron Split Pulley, 52" diameter by 24" face, by 5½" bore; one Cast Iron Split Pulley, 52" diameter by 20" face by 4½" bore; one Suction Fan with 12½" diameter Throat, and 10½" diameter discharge, with 6" diameter by 5½" face Pulley. The fan has never been used, and the Pulleys are practically new. Address

CASWELL COTTON MILLS, KINSTON, N. C.

Free Service Department

Any mill in need of superintendent, overseer, second hand, loom fixer, card grinder or any class of men other than operatives may insert a notice in this column for two weeks, free of charge. If the name of the mill is not given and the answers come care Southern Textile Bulletin, the cost of stamps used in forwarding replies must be paid by the advertiser.

Wanted.

One first class second hand and one first class card grinder for card room; good pay. Apply to U. S. Moore, Overseer Carding and Spinning, P. O. Box 125, Albemarle, N. C.

Want Rope Machine.

Wanted to buy one rope machine and former to match. Address M. N. C., care Southern Textile Bulletin.

**CONSERVE POWER
INCREASE PRODUCTION**
Before Buying Pulleys and Belting Investigate, Know the Facts
MORSE CHAIN CO., ITHACA, N. Y.
Largest Manufacturers of Silent Chains in the World
Morse Engineering Service, Assistance Without Obligation

TRY "FIBRELAY" SIZING COMPOUND

and eliminate your sizing troubles.

Especially recommended where

warp stop motions are used.

HAWLEY'S LABORATORIES, Inc

CHARLOTTE, N. C.

Fibrelay
HAWLEY'S LABORATORIES
CHARLOTTE, N. C.

TALC—

A GREAT WEIGHTER

Our Talc is air-floated. Its unsurpassed color and high initial retention make it the best quality of any on the market for filler purposes. Its increased use by many of the largest and most carefully conducted mills throughout the country is its best testimonial.

Why pay high prices plus enormous freight rates for an inferior foreign filler when you have the quality filler at reasonable prices right at your door. Prices and samples given on request.

Oliver Quartz Company

607 Trust Bldg.

Charlotte, N. C.

Your Employees

are entitled to every aid to ease and better their day's work.

LAMINAR Roving Cans

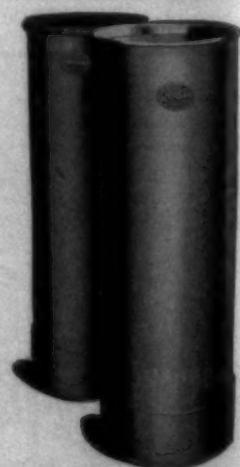
do their full share in easing the duties of your workers. "LAMINARS" are made of VUL-COT Fibre, the same, hard, wear-resisting material that has made these serviceable cans the standard for more than 25 years.

American Vulcanized Fibre Co.

Sole Proprietors and Manufacturers



New England Dept., 12 Pearl St. Boston, Mass.
C. C. BELL, Vice-Pres
Resident Mgr.
Head Office and Factories
WILMINGTON, DEL.



EMPLOYMENT BUREAU

The fee for joining our employment bureau for three months is \$2.00 which will also cover the cost of carrying a small advertisement for one month.

If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

During the three months' membership we send the applicant notices of all vacancies in the position which he desires.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern textile industry.

WANT position as overseer of weaving by man of long experience. Can furnish reference as to character and ability. Address No. 2513.

WANT position as superintendent of either yarn or weave mill on sheetings, bag goods, drills, round or flat dacks. Prefer Georgia or North Carolina, South Carolina or Tennessee. Now employed but want larger mill. References if required. Address No. 2514.

WANT position as overseer of carding by man with long experience who can furnish satisfactory reference. Now employed, but have good reasons for change. Address No. 2515.

WANT position as overseer of weaving by man 38 years old. Three weavers in family. Can come at once. Best references furnished if required. Address No. 2517.

WANT position as superintendent of yarn mill or overseer of carding or spinning in large mill. Have had long experience and can furnish good references. Address No. 2516.

WANT position as superintendent of small yarn or weaving mill, or will take large weave room. Go anywhere in Southern States and can furnish good reference. Address No. 2518.

WANT position as superintendent of yarn mill of 5,000 to 10,000 spindles in mill in Georgia or South Carolina preferred, but would go to North Carolina. Address No. 2519.

WANT position as cotton grader and stapler by man of established reputation. At present employed by large mill but have satisfactory reasons for change. Would be valuable assistant in buying. Excellent reputation. Address No. 2591.

WANT position as overseer of carding in large mill or carder and spinner in medium size mill. Have had long experience and can give reference as to character and ability. Prefer mill in North or South Carolina. Address No. 2521.

WANT position as yarn mill superintendent. Experienced on white, colors, Jaeger, heather mixtures, oxfords and silvers, 8's to 16's, both single and ply yarn. Also waste for frapping twine, cable cord, etc. Thirty-four years old. Married. Good references. Address No. 2522.

WANT position as superintendent of large mill by man who has successfully handled some of best cotton mills in South. Thoroughly reliable. Address No. 2523.

WANT position as overseer of spinning in big mill by man with long experience. Would take position as travelling salesman with some firm selling to Southern mill. Address No. 2524.

WANT position as overseer of carding or superintendent by practical mill man experienced on madras, fine ginghams and all kinds of yarns. References if required. Address No. 2526.

WANT position as overseer of spinning in good Southern cotton mill by man 54 years of age with long experience on all colors and counts and an A-1 manager of help. Sure to get record results. Address No. 2525.

WANT position as overseer of carding. Several years practical experience. Can furnish reference as to character and ability an income on short notice. Address No. 2527.

WANT position as overseer of weaving by practical man experienced on Draper, plain and dobby weaving. Address No. 2528.

WANT position as overseer of weaving. Six years experience on plain and fancy work. Can furnish satisfactory references and handle any size job. Address No. 2529.

WANT position as overseer of spinning. Seven years experience as overseer. Now employed but want larger job. Can change on short notice. Best of references furnished. Address 2530.

WANT position as overseer carding in Southern mill; long, practical experience; married; age 30. Can give good references. Address No. 2531.

WANT position as overseer of carding by practical man with 10 years experience as grinder and second hand and 6 years as overseer. 38 years of age, sober, church worker. Will not consider less than \$30.00 per week. Can furnish reference from present and past employers. Address No. 2532.

WANT position as electrician or master mechanic by practical man with years of experience. Now employed and can furnish reference from present employer. Prefer job in Carolinas. Will not consider less than \$35.00 per week. Address No. 2533.

WANT position as superintendent of yarn mill or overseer of carding and spinning in large mill. Just finished textile correspondence course. Can go anywhere. Married. 24 years of age. Good habits. References. Address No. 2536.

WANT position as overseer of spinning by man 35 years of age and 16 years experience in spinning room. Can furnish reference as to character and ability. Address No. 2537.

WANT position as overseer of weaving by man who has been out of mill work for some time, but wants to get back. Can furnish satisfactory references. Address No. 2538.

WANT position as overseer of carding by man 38 years old with family. Experienced on all kinds of staple and an excellent manager of help. References from some of best mill superintendents in South Carolina. Address No. 2539.

WANT position as superintendent by man with long practical experience who gave up position on account of ill health. Now fully recovered and desire to get back into mill. Can furnish reference. Address No. 2540.

WANT position as superintendent by practical, refined cotton mill man. Have successfully held several jobs as superintendent and am now overseer of weaving in one of largest mills in South. Would not consider place paying less than \$3,000. Address No. 2541.

WANT position as superintendent, assistant superintendent or overseer of carding or spinning in large mill. Now night overseer of carding and spinning and giving satisfaction, but want day work. Have had experience in some of best mills in North Carolina. Address No. 2542.

WANT position as superintendent of yarn mill or overseer of large spinning room by an ambitious young man, 28 years of age, with 16 years experience in mill. Have made good so far, but anxious to advance. Address No. 2543.

WANT position as superintendent. Have had several years experience as superintendent. Would accept card room in large mill. At present overseer of carding and spinning in big mill, but for good reasons wish to make change. 47 years of age, 26 years experience as overseer and superintendent. Address No. 2544.

WANT position as superintendent of yarn mill of 5,000 to 10,000 spindles. Can furnish best of references as to character and ability. Address No. 2545.

WANT position as overseer weaving by man who is experienced in both white and colored work. Can get production if it is possible. References furnished. Address No. 2546.

WANT position as carder or spinner, but prefer spinning. By married man, 27 years old, who is graduate of correspondence school in carding and spinning and who has had considerable experience in mill. Can furnish references. Address No. 2547.

WANT—Position as overseer of spinning or spooling or both. Have had 18 years' experience in spinning and 7 years as overseer. Am 34 years old. Married, and can give reference. Address No. 2548.

WANT position as superintendent or overseer of carding and spinning in 15,000 or 20,000 spindle mill. Forty years old, 30 years experience in mill, 12 years as overseer of spinning on hosiery and warp yarn, 6 years as overseer of carding and two years as superintendent of 15,000 spindle yarn mill at night. Want good day job. Address No. 2549.

WANT—Position as overseer of spinning in large mill or carding and spinning both in small mill. Have 15 years practical experience as overseer on Nos. 8's to 60's single and ply yarns. Age 40. Married and strictly sober, good manager of help. Can hold help and get production. Can furnish good reference as to character and ability. Address No. 2550.

WANT position as overseer of carding and spinning or superintendent of five or ten thousand spindle mill. Long experience and ability to give satisfaction. Address No. 2551.

WANT position with big mill as overseer of spinning. Twelve years experience on all yarns and stock with some of biggest mills in South. References furnished. Address No. 2552.

WANT—Position as overseer of large cloth room or weave room and cloth room combined. 17 years experience in these departments as versee. Can satisfy both mill and selling house. Address No. 2553.

WANT position as overseer of spinning in large mill. Now employed and giving satisfaction, but for good reasons prefer change. Can furnish reference. Address 2554.

WANT position as overseer of carding or spinning by experienced man of good character. A good manager of help and can get production. References if wanted. Address No. 2555.

WANT position as overseer of carding or spinning or would consider spooling, warping and twisting if price is right. Have been doing government work for some time, but expect to be released soon. Address No. 2556.

WANT position as superintendent. Am practical man of many years experience and can give satisfaction in any size mill. Now employed. Excellent references. Address No. 2557.

WANT position as overseer of carding by man with long experience. Can furnish reference as to ability and character. Address No. 2558.

WANT position as overseer of carding and spinning or assistant superintendent or superintendent by man of long experience and capable of handling job and getting production. Address No. 2559.

WANT position as superintendent of small mill or carder or spinner of large mill. Married. Age 31. Can give first class reference as to character and ability. Address No. 2560.

WANT position as superintendent by man who is experienced on fine combed and carded yarns, single and ply. Can furnish best of references. Address No. 2561.

WANT position as superintendent of yarn or weaving mill on sheetings, drills, denims, duck or osenaburgs in Georgia, North or South Carolina. Getting along fine on present job. No complaint. Just want little more money and must move to get it. Good references. Address 2562.

WANT position as superintendent or overseer of large room of spinning. Thoroughly capable of handling any size job. Have had experience on all kinds of white and colored work. Address No. 2563.

WANT position as carder and spinner in small mill or carder in large mill or superintendent of small yarn mill. Have had long experience as carder and spinner, five years on present job. Good references. Address No. 2564.

WANT position as overseer of spinning or carding and spinning or superintendent. Long experience and can furnish best of references as to ability and character. Would prefer large spinning room. Address No. 2565.

WANT position as overseer of spinning by thoroughly reliable young man with long experience in cotton mill. Have been giving satisfaction as overseer for some time. Address No. 2566.

WANT position as superintendent by man with long practical experience

who has successfully handled some of the best mills in the South. Will furnish reference upon request. Address No. 2567.

WANT position as overseer of carding or spinning by man of long experience. Thoroughly competent and a good manager of help. Can furnish good references. Address No. 2568.

WANT position as overseer of spinning or superintendent. Have had twenty years experience on all kinds of yarn. Can furnish references. Present employer will recommend. Address No. 2569.

WANT position as superintendent by man now employed and giving satisfaction but wish to change for larger job. Can furnish reference as to character and ability. Address No. 2570.

WANT position as superintendent of large yarn mill. Now employed but want to make change. Experienced on white and colored yarns. Can furnish references. Address No. 2571.

WANT position as assistant to superintendent or general manager of large cotton mill. Thirty years of age and have had eleven years experience in cotton mill office as stenographer and general utility clerk. Now employed and can furnish references when needed. Address No. 2572.

WANT position as overseer of spinning. Now employed as overseer of spinning, twisting and spooling but want larger position with chance for promotion. Married, 31 years of age, sober, experienced on all grades of cotton and coarse and fine yarn, good manager of help. Address No. 2576.

WANT position as assistant manager or superintendent or efficiency man by cotton mill man of character and experience who is thoroughly reliable and can give satisfaction. References furnished. Address No. 2574.

WANT position as manager or superintendent of large cotton mill. Have had long and varied experience. Now employed and giving satisfaction, but desire to change location for good reasons. Address No. 274.

WANT position as overseer of card room paying not less than \$40 per week. Would accept carding and spinning. Want to locate where there is good day and Sunday school. Married, 7 children. Can furnish reference as to character and ability to hold position and get results. Address No. 2573.

WANT position as overseer of weaving by practical man with 8 years experience as such. Now employed as overseer, but would like to change to a healthy location. Have always handled help successfully, and can get production consistent with quality. Good references. Address No. 2577.

WANT position as overseer of carding or spinning or both or superintendent of medium size yarn mill. Have had long experience. Now employed and giving satisfaction but wish to change location and get something better. Can furnish best of references. Address No. 2498.

WANT position as overseer of weaving in mill making plain goods. Have had considerable experience and can handle any plain goods room. Excellent manager of help. Now overseer of weaving in mill producing fancies. Address No. 2579.

WANT position as superintendent or overseer of carding or overseer of carding, spinning, twisting and winding. Would not consider place paying less than \$36 per week. References if wanted. Address No. 2580.

WANT position as superintendent or overseer of weaving in large mill. Have had 12 years experience on duck drill and fancies. Now overseer of weaving in room of 1,300 looms. Good reason for changing. Address No. 2581.

WANT position as overseer of carding. Practical man and can get results. References furnished as to ability and character. Address No. 2582.

WANT position as overseer of weaving or finishing on any kind of work but prefer ginghams, denims or, any colored work. Good references if wanted. Address No. 2583.

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Mossberg Co., Frank
Saco-Lowell Shops
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Link-Belt Co.
Morse Chain Co.
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New York Leather Belting Co.
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New York Leather Belting Co.
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Firth, Wm.
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Metallic Drawing Roll Co., The
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Roy & Son Co., B. S.
Saco-Lowell Shops
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Whitin Machine Works
Whitinsville Spinning Ring Co.
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Firth, Wm.
Saco-Lowell Shops
Whitin Machine Works
- COTTON SOFTENERS**—
Arabol Mfg. Co.
Bosson & Lane
Kilpstein & Co., A.
Seydel Mfg. Co., The
- COTTON WASTE MACHINERY**—
Firth, Wm.
Saco-Lowell Shops
Whitin Machine Works
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Fred'k Viator & Achella
- COTTON YARNS**—
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The Seydel Mfg. Co.
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Crompton & Knowles Loom Works
The Stafford Company
The Whitin Machine Works
- DOBBY CHAIN**—
Rice Dobby Chain Co.
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Abell Howe Co.
Link-Belt Company
Morse Chain Co.
- DUSTLESS CARD STRIPPERS**—
William Firth
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Saco-Lowell Shops
C. G. Sargents Sons Corp.
Saco-Lowell Shops
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Saco-Lowell Shops
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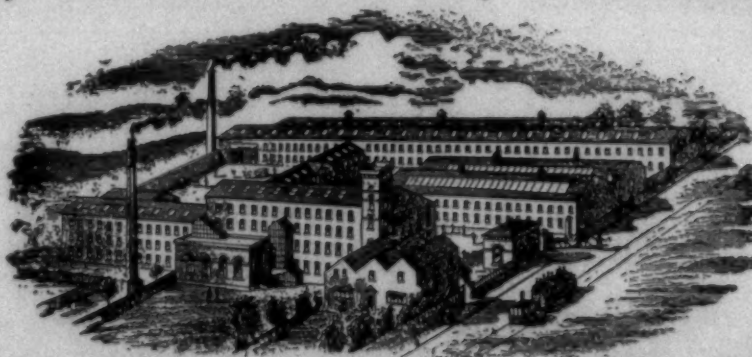
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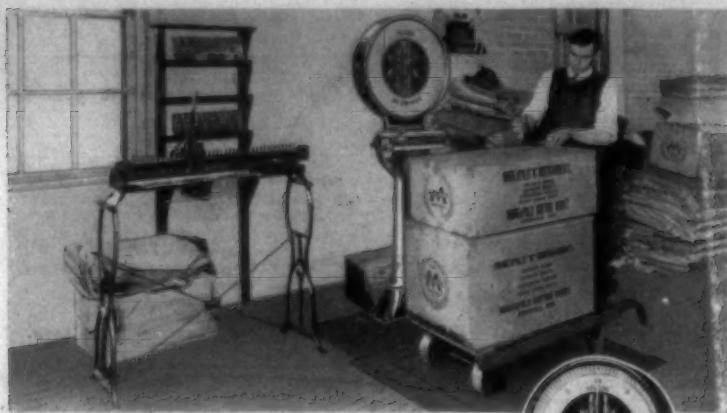
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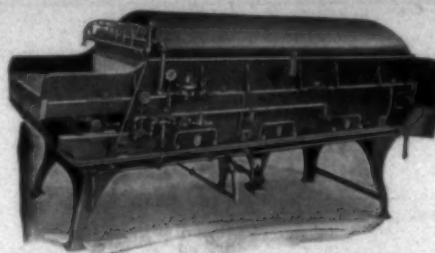
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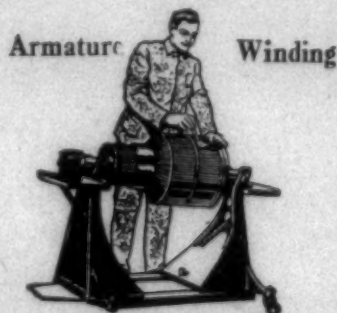
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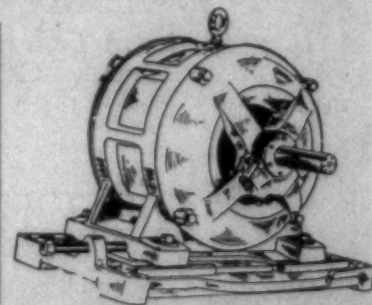


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